

SEA Expert Consultant (Energy Practice - Chemical)

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Company: Boston Consulting Group

Location: Ho Chi Minh City

Category: business-and-financial-operations

Who We Are Boston Consulting Group partners with leaders in business and society to tackle their most important challenges and capture their greatest opportunities. BCG was the pioneer in business strategy when it was founded in 1963. Today, we work closely with clients to embrace a transformational approach aimed at benefiting all stakeholders—empowering organizations to grow, build sustainable competitive advantage, and drive positive societal impact. Our diverse, global teams bring deep industry and functional expertise and a range of perspectives that question the status quo and spark change. BCG delivers solutions through leading-edge management consulting, technology and design, and corporate and digital ventures. We work in a uniquely collaborative model across the firm and throughout all levels of the client organization, fueled by the goal of helping our clients thrive and enabling them to make the world a better place. Practice Area Profile What You'll Do ROLE SUMMARY As a Consultant, you will be part of and collaborate in BCG project teams consisting of high performing members with different backgrounds, conduct detailed fact-based analyses and develop state of the art strategic solutions. As an Expert affiliated to the chemical sector, you will be a core member of BCG's Energy and Industrial practices working alongside some of the world's top minds in the industry. Following your expertise you will also significantly contribute to the development of our chemical clients, and support their ambitious growth targets. You will work on some of the most important players in the chemical industry in SEA, partnering with Operators, Governments and Service Companies. The majority of your time will be spent leading and developing BCG teams composed of members of different backgrounds collaborating with you on those projects. You will also dedicate time

to further develop and deepen BCG's expertise in chemical, and to support BCG Partners in business development initiatives. **ROLE PROFILE*** Play a leading role in the growth of our chemical clients through case leadership and execution, client development, and intellectual property & product creation* Develop, manage and maintain client relationships in the chemical sector* Lead and provide expertise and support to chemical transformation projects within the oil & gas and petrochemical sectors for our key clients in the Middle East* Work jointly with BCG and client project teams, bringing expertise to the team and to the client on site* Provide intellectual leadership for the project teams by generating key ideas and conceptual frameworks to guide research and analysis * Actively support our business development efforts in client meetings and industry conferences* Contribute to the creation of BCG's intellectual capital on the topic by positioning papers, studies, insights from case experience, tools and products* Dedicate time to develop own and BCG's expertise by developing and driving the content agenda to the next level* Provide mentorship and support to consultants ensuring continuous individual development The Expert Consulting Track (ECT) is vital to BCG's ability to successfully meet our clients' demand for deep expertise and advanced technical capabilities. Experts deliver next-level impact for BCG's most complex and cutting-edge client challenges. Experts focus on developing BCG's thought leadership, commercial capabilities, and intellectual property assets; and their work is essential to our delivery model. Working as part of a multidisciplinary team to bring the 'best of BCG' to our clients, Experts come from diverse backgrounds, with expertise often gained outside of BCG in industry, academia, or specialized consulting. **What You'll Bring (Experience & Qualifications) YOUR PROFILE *** Strong academics, preferably as a chemical engineer* Master or MBA degree required from a top-tier institution* A minimum 6 years' experience in the chemical industry, or a combination of industry and consulting experience in the chemical sector* Experience working with/for well-functioning, advanced global businesses in the chemical sector* Deep understanding of the chemical value chains, market trends, key applications* Experience either in chemical plant Operations, Sales and Operations Planning (S&OP), or Marketing & Sales* Experience either in basic chemicals / intermediates or derivatives / specialties* Experience running large programs, transforming business units e.g. cost optimization, digital strategy in companies in the chemical sector* Experience in managing teams and large assignments end-to-end in the chemical sector**PROFESSIONAL SKILLS *** Excellent communication and persuasion skills to interact at high levels and manage stakeholders* Strong business

sense* Analytical and structured with excellent problem solving skills (hypothesis driven approach etc.)* Advanced quantitative analysis skills* Excellent written and spoken English (South East Asian languages would be desirable, but not essential)* Excellent track record of project/team leadership and related achievementsPERSONAL ATTRIBUTES * Flexible, curious and creative, open for new things and able to propose innovative ideas* independent and autonomous judgment* Collaborative team player and positive attitude* Intercultural competence and experience of working in more than one country and/or multi-cultural teams* Driven, hard-working, entrepreneurial, proactive and productive* Highest ethical standard* Willingness to travel internationally and to work remotely on client sites

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