

SEA Principal (Energy Practice - Power & Utility)

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Company: Boston Consulting Group

Location: Ho Chi Minh City

Category: other-general

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

As a Principal, 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 member affiliated to the Utilities sector, you will be a core member of BCG's Energy practice 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 power and utility practices, and support their ambitious growth targets. You will work with some of the most important players in the utilities sector in South East Asia, partnering with utilities, developers and government entities. The majority of your time will be spent working with 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 the power and utility sectors, and to support BCG Partners in business development initiatives.

- Play a leading role in the growth of our Power & Utilities practices through case execution, client development, and intellectual property & product creation
- Execute and provide expertise and support to transformation projects within the utilities sector for our key clients in the South East Asia
- 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

What You'll Bring (Experience & Qualifications)

- A Masters or MBA degree is essential
- Strong academics from a top-tier institution
- A minimum 7- 10 years' experience in the industry, a combination of industry and consulting experience (preferred), with a focus on the following:
 - Experience working with or for the utilities sector, especially with power and water, ideally for leading utility companies
 - Deep understanding of core topics (e.g. operations, regulation) across the value chain of the power and/or utility sectors
 - A strong track record and a close network of professional contacts at key clients within the utilities sector
 - Experience running large programs, transforming business units e.g. cost optimization, digital strategy

Professional Skills

- Analytical and structured with excellent problem solving skills (hypothesis driven approach etc.)
- Advanced quantitative analysis skills
- Excellent communication and persuasion skills to interact at high levels and manage stakeholders
- Superior business sense and good ability to work beyond core operations practice areas
- Excellent written and spoken English (South East Asian languages would be desirable, but not essential)
- Excellent track record of project/team leadership and related achievements

Personal 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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