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NOW HIRING

Position: Senior Consultant/Manager (Full-Time)

About Us: Falcon Capital Advisors is a growing Washington, D.C.-based business advisory firm that provides strategic advice, technical expertise and engagement execution to financial institutions and government agencies. Our consultants have developed deep financial services expertise by serving as senior federal financial regulators, and as top executives at financial institutions managing business operations and programs structuring financial products and transactions. Our expertise, combined with our well-earned reputation for integrity, has made us a valuable resource for our clients on a variety of strategic and operational issues.

About the Position: We are currently looking for an experienced consultant with the skills to support business planning and transformation work with our mortgage finance clients. Successful candidates will have a strong consulting background performing business analysis, managing complex engagements, and creating high-quality client deliverables. The responsibilities of this position are:

- Support/lead various project management, monitoring and reporting activities
- Facilitate client stakeholder interviews to gather critical insights, data, and requirements
- Conduct business analysis, process improvement, future state design and planning work within workstreams
- Coordinate, contribute to and drive the quality and consistency of deliverables
- Establish trusted relationships with clients and colleagues that builds credibility
- Contribute to business development through the identification of new opportunities within the firm and existing clients

About You: The successful candidate will possess the following qualifications:

- A solution-minded approach, with strong problem-solving and decision-making skills
- Ability to authentically establish credibility, build consensus, and collaborate with clients and teammates
- Ability to rapidly generate output and create client ready deliverables
- Intellectual curiosity and a drive to master and demonstrate new skills
- Demonstrated proficiency at all core consulting skills
- Minimum of 7 years of experience in a professional work environment with 3+ years of management consulting, advisory, professional services, and/or Big 4 consulting experience
- Bachelors in a business-related or financial field; MBA is a plus
- Preferred experience in the financial services industry and/or mortgage finance
- Proficient user of MS Excel, Word, PowerPoint

Salary: Commensurate with experience and education.

Location: Initially, the employee will work remotely until the COVID-19 restrictions are lifted. Thereafter, employees will work out of the firm's Washington, DC office at Metro Center.

Candidates selected for an interview should also be prepared to provide three references, as well as be willing to submit to a background check. Because of the requirements of some of our Federal clients, applicants must have permanent work authorization.