



Consultant

Strategy made personal

Who we are

BTS is a consulting and leadership development company that helps organizations achieve tangible business results from their people development initiatives. BTS adds value to its clients through three practice areas: Strategic Alignment and Business Acumen, Leadership and Management, and Sales Transformation.

At BTS, we enable leaders to practice making real-life business, management, and sales decisions in a safe environment. We provide experiential learning-based experiences and believe strongly in the idea of having people convince themselves that they need to do things differently when their organization needs them to change their behaviours in a certain context. The tools we use – business simulations, scenario simulations, engage maps, boards, digital technology etc. – allow participants to make decisions, understand the consequences, and experience the results as they would in their job.

BTS has over 300 highly talented professionals serving over 400 clients that are the top local, regional, and global businesses – about 50 of the Fortune 100 companies are BTS clients. For more information, please visit www.bts.com.

Our #1 Value is Positive Spirit and Fun!

Some BTS Clients

- Airtel
- AXA
- Accenture
- DBS Bank
- Deloitte
- GSK
- LG
- Mahindra & Mahindra
- Prudential
- Salesforce.com
- Sanofi
- Unilever

Who we Seek

We currently seek a business savvy Consultant for our office in Singapore to support our fast-growing regional business. At BTS, we believe our culture is the foundation upon which our organization is built and the reason clients choose to do business with us. We look to hire employees who embody and embrace our unique culture. The following are the most powerful aspects of our culture:

- **Fun & Adventure** It is not just corporate propaganda. BTS has won highly contested deals because clients have said, "We chose BTS because they are more fun to work with." We believe life is too short to not have fun at work.
- **Achievement & Excellence** Whether we are engaged in a client development meeting with a C-level executive or creating an innovative new simulation application, we believe in delivering quality and excellence.
- **Freedom & Responsibility** We believe that if you find the right people and give them freedom and responsibility, they will achieve great things.



Responsibilities include

- As a member of our team you will design, build and maintain simulation-based training programs, primarily focused on business and financial skills and customized for senior managers of our Fortune 500 clients.
- You will have the primary responsibility for developing client's relationship and business building.
- Together with your teammates, you will interview top executives and translate the information gathered into the simulation concept and workshop design.
- At workshops, you will be responsible for facilitate learning objectives along with processing the simulation results and presenting them to an audience of 25-30 managers
- Manage multiple projects simultaneously while working with clients across varying industries.

Ideal Candidates will have

- Outstanding analytical skills
- The ability to solve complex technical problems under pressure
- A structured approach to scoping and developing solutions
- A strong eye for design and an understanding of how users interact with software
- The ability to express complex technical information in business language
- Post-undergraduate work experience, not including internships
- Proven presentation and facilitation skills with a fluent command of Thai and English
- Ability to communicate effectively at all levels of a client organization
- Experience from one of our focus industries (Banking, Insurance, FMCG, Pharma) is a plus
- Advanced Excel skills and thorough knowledge of Microsoft Office
- A hunger to learn and ability to flourish in a dynamic, high-growth, entrepreneurial environment
- The ability to work as part of an integrated and/or diverse team
- Understanding of finance and business acumen are a plus
- A mature and professional demeanor
- A desire for regional and global travel

We Offer

- Competitive compensation and benefits package
- Domestic and international travel
- Casual and fun professional atmosphere emphasizing achievement, flexibility and individual growth

How to apply

Please send both a cover letter and a CV as your application to: recruitment.seapac@bts.com

*Subject line: Consultant – BTS Thailand