

Associate Position Description:

This position is with a Washington, DC based management consultancy which provides comprehensive strategic advisory services to the aerospace, defense and government services industry.

The successful candidate will lead associates and analysts while working alongside senior consultants in support of national and international clients. This position will require analysis of government trends, budgets and investments, including competitive analysis of firms operating in these markets. Daily activities will include management and mentorship of junior analytical staff, primary and secondary source research, vetting data while providing value added analysis, quantitative modeling, building client briefings, and other tasks identified by senior consultants. This is a position for management consulting professionals with a minimum of 4-5 years of relevant experience who are interested in defense and government markets. The individual should possess an interest in strategic management and corporate finance, demonstrated skills relating to analytical research, and a thorough understanding of multiple analytical techniques.

The position requires a solid foundation in business planning skills including market forecasting, competitive intelligence, due diligence and other research activities. Clients include defense prime contractors, second and third tier defense/aerospace firms, investment banks, private equity institutions, and other commercial entities interested in defense and government services markets.

We strongly prefer those with previous experience working directly with aerospace and defense contractors, or indirectly as a member of a management consultancy. Some travel will be required, including the potential for international travel.

Requirements:

- An interest in the business of defense, aerospace and homeland security markets; experience in these markets is strongly desired;
- 4-5 years experience in strategic planning, mergers and acquisitions, or business development activities;
- Excellent interpersonal skills with the ability to conduct primary source interviews on behalf of company's clientele;
- The ability to multi-task and manage a number of engagements at one time;
- Superior analytical capabilities, both from a quantitative and qualitative aspect;
- Strong acumen in business writing and dealing face-to-face with clients;
- The ability to operate and excel in a fast-paced, high-performance business environment;
- Proficiency using Microsoft office;
- BA/BS required; MBA strongly preferred.

Interested candidates can visit our website (www.rsadvisors.com) and send a CV and cover letter to recruiting@rsadvisors.net.

Renaissance Strategic Advisors is an equal opportunity employer.