



Consultant Corporate Strategy

ING's Corporate Strategy department provides strategic advice and consulting services to all business units across all functional lines. This exposure to a wide range of topics and to top management makes this department an ideal breeding ground for future management.

For whom?

- A minimum of 2 years experience at a top-tier strategy consulting firm
- Strong business sense, with demonstrated interest in the Financial Services sector
- Ability to work effectively with all levels in the organization, including senior management
- Excellent analytical and problem-solving skills

About ING

ING is a global financial institution with a strong European base and growing presence in the rest of the world. The mission is empowering people to stay a step ahead in life and in business. With more than 56,000 dedicated employees, the bank offers retail and commercial banking services to almost 40 million customers in over 40 countries.

Corporate Strategy supports the definition of the strategic vision of the bank, ensures implementation & alignment of the Think Forward strategy and leads high-impact strategic projects. The department reports directly into the CEO and consists of 20 professionals from a range of backgrounds (including external consultancies such as BCG, McKinsey, Bain and Oliver Wyman).

“Working for Corporate Strategy provides me with a unique opportunity to co-create and participate in really important topics, which shape ING’s future and have direct impact on our customers, shareholders and employees. Every day is different, striking an interesting balance of learning and doing.”

– Sylwia Szymula, Managing Principal Corporate Strategy, ING





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Consultants are part of a multidisciplinary team of 2-4 members and work closely with internal clients and stakeholders (such as Innovation, countries for best practices, Risk or Finance) and (sometimes) external consultants. They are responsible for analyzing, composing and delivering a detailed solution to the issue at hand.

The diverse team (50% are non-Dutch) has executed 100+ consulting projects over the last 6 years and worked on a variety of topics:

- **Market Entry Strategy** – supported the Management Board in assessing the opportunity to enter new countries
- **Country Review** – assisted several country CEOs on building their mid- to long-term strategy to increase performance
- **Distribution Strategy** – supported country leadership to design retail branch strategy
- **SME Lending** – supported launch of innovative product by defining value proposition and market strategy
- **Client Segmentation** – created segmentation model based on client needs/behaviors using predictive analytics

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Landing spot

Due to the strong team culture, the Corporate Strategy department consistently scores in the top 10% of departments for workplace satisfaction across the bank. Team members receive extensive support to ensure fast track career development. Therefore, the team has an excellent track record in both core strategic projects (NPS of ~90%) as well as in placing alumni in senior positions throughout the business.

Best of both worlds

In the Corporate Strategy department, job satisfaction usually comes from the high impact of projects and recommendations. ING encourages a healthy work / life balance so that members of the team have the energy and drive to go the extra mile for clients when needed. Given the highly international domain of the Group, the Consultant is expected to travel from time to time, but typically within the EU and only for a couple of days, with plenty of room for individual preferences.





Interested?

ING works with Top of Minds to fill this vacancy.
Contact Roland Vetten for more information.

Roland Vetten

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