

VACANCY


# Senior Strategy Consultant

## Requirements

- 1.5-3 years of strategy consulting experience
- Strong problem-solving and communication skills
- Limited travel, largely across Europe

Amsterdam Minimum of 2 years experience





**ING Corporate Strategy provides strategic advice and consulting services to every business and function in countries with an ING presence. With exposure to senior leadership and the ability to drive a variety of strategic topics, the department empowers future leaders. And ING Corporate Strategy is hiring a Senior Strategy Consultant to enhance the department.**







ABOUT THE COMPANY

# ING Corporate Strategy

**ING is a global financial institution with a strong European base and worldwide presence. Their mission is to empower people to stay a step ahead in life and in business. With more than 57,000 employees, the bank offers retail and commercial banking services to thirty-eight million customers in over forty countries.**

Corporate Strategy plays a key role in defining the vision of the bank, ensures implementation and alignment of the Group strategy and leads its high-impact projects. The department reports directly to the CEO with fifteen professionals from a range of backgrounds, including external consultancies such as BCG, McKinsey, Bain, Kearney and Oliver Wyman.







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## Senior Strategy Consultant

The Senior Strategy Consultant will work on a wide range of projects across the organization. This role works with sub-teams of two to four members, led by a Project Leader, in a traditional strategy consulting structure. They work closely with internal stakeholders from segments like Retail, Wholesale, Risk, Operations, etc.. This role will be responsible for structuring, analyzing and delivering recommendations to solve key strategic challenges.


The diverse team (sixty-five percent are non-Dutch) has executed more than one hundred consulting projects over the last six years on a variety of topics such as:

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





A Senior Strategy Consultant should have experience in a leading strategy consultancy or a boutique strategy consulting firm. They are excited to work on banking and finance related topics. Most importantly, they have standard strategy consulting expertise. This includes issue identification, structuring, key problem-solving and excellent written and oral communications. Given the highly international nature of the Group, the Senior Strategy Consultant will occasionally travel within the EU for a few days, with plenty of room for individual working preferences.

Thanks to its strong team culture, the Corporate Strategy department consistently scores in the top ten percent of ING departments for workplace satisfaction. Team members receive extensive support to fast track their career goals and development. The department has an excellent track record in core strategic projects with NPS scores of approximately ninety percent, as well as placing alumni in senior positions throughout the broader ING organization. 



**Interested?** ING has appointed Top of Minds to fill this vacancy. To express your interest, please contact Ana Moya Morales at [ana.moyamorales@topofminds.com](mailto:ana.moyamorales@topofminds.com).



**Working for Corporate Strategy provides our consultants with a unique opportunity to stay in close contact with ING's board members and senior management. As a member of Corporate Strategy, you see all the different business areas and functions within the bank. That is quite an unusual role for young professionals. You can work in a fantastic team: diverse, international, young, and very driven!**

**Anna Putria, Managing Director Corporate Strategy, ING**