

Would you like to be a business consultant?

The BMC (The Business Management Consultancy) tackles the problems of small and medium sized businesses and has enjoyed considerable success since its launch three years ago and offers a wide range of consultancy and support services.

It does this by providing cost-effective, actionable management support for directors and managers who do not have the expertise, the experience, the uninterrupted time, the tools or the distanced perspective to do everything that needs to be done themselves.

It turns the high-level needs into ground-level actions quickly and reliably, by supplying action-based solutions in a lean and efficient style. Typical engagements are tackled by 50% on site interviews and 50% work offsite (BMC staff use their own homes as offices, saving travel time, keeping costs down and enhancing their quality of life) and BMC consultants aim to run four or five projects simultaneously - which is again more efficient and therefore more profitable for The BMC and cheaper for the client.

Candidates are not normally drawn from those with mainstream consultancy experience but rather from individuals with the right attributes, abilities and attitude, so long as their experience will provide credibility with clients. If you have the right mentality and the intellect, we will train you!

Further details are available at the next stage but successful consultants enjoy a good six figure reward with good perks, a flexible lifestyle, substantial personal development and a vocation that is never boring!

We are looking to train new consultants who have skills or experiences to offer.

The application process has five stages:

1. Respond to the questions below and attach your CV. If you are currently in work and haven't updated your CV, don't worry, just answer the questions. They will give us a good idea of your suitability.
2. If your application shows promise, we will send back some further questions by email.
3. The final email test is a set of timed questions – arranged in advance you will have one hour to complete and return them (we need to simulate pressure)
4. A face to face interview with the Managing Partner.
5. A second panel interview.

So what do we need from a candidate?

Intellect: You have to be literate, numerate and intelligent, able to understand, explain and dissect complex concepts.

Knowledge: We don't expect you to start understanding economics or business theory but you need to be genuinely curious and enjoy learning for its own sake.

Personal Impact: You must inspire credibility and trust in our clients, and be naturally well presented, articulate and confident.

Humility: Just because we tell our clients what they should do does not mean we are better than them; you should identify with people and their difficulties. Most BMC staff conduct community work such as Coastguard Search and Rescue and we want to see team players not mavericks.

Efficiency: You will run your own show so if you are not someone who is constantly looking to improve, to streamline and to analyse then you will not keep pace in our dynamic organisation.

Initiative and Determination: You must have vision, goals and determination and be someone who sees a problem as an opportunity to enjoy finding a solution and doesn't shy away from it.

So, if you are still interested, please reply to the five questions below and if possible add a CV/resume or if you don't have one, write some words saying what you are up to – if you are in work and browsing we don't expect you to spend two hours doing one at this stage! Please email to paul@thebmc.co.nz

If you just send a CV and don't answer the questions, please don't expect a response; this way gives you the candidate a fairer chance of having your character assessed so seize the opportunity – show us why we need you!

1. Why do you think you would be good solving our clients' problems?
2. What is your approach to life?
3. What is the most fascinating thing (technique/revelation, whatever) that you have learnt at work recently and why?
4. Prove to us with a recent example how you display initiative and/or problem-solving skills.
5. Write one paragraph on one of the following:
 - a. What will happen to the NZ economy this year and why
 - b. How a client can increase their sales
 - c. How to format a document well.

We look forward to learning all about you.

An excellent command of the English language is ESSENTIAL.