



The **bigger** the challenge  
the bigger the **opportunity**

What impact will you make?  
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**Deloitte Yousuf Adil** is member of Deloitte Touché Tohmatsu Limited (DTTL), one of the largest professional services organizations in the world, with a workforce of 264,000 people in more than 150 countries. The firm was established in 1972 and it has become one of the leading professional services firms in Pakistan. The firm is providing services to over 500 clients including both multinational and local companies.

## Our Purpose

Every day we challenge ourselves to do what matters most— for clients, for our people, and for society

We serve clients distinctively, bringing innovative insights, solving complex challenges and unlocking sustainable growth

We inspire our talented professionals to deliver outstanding value to clients, providing an exceptional career experience and an inclusive and collaborative culture

We contribute to society, building confidence and trust in the markets, upholding the integrity of organizations and supporting our communities.

Our shared values guide the way we behave to make a positive, enduring impact:

- Integrity
- Outstanding value to markets and clients
- Commitment to each other
- Strength from cultural diversity

## Senior Manager/Manager

### Financial Advisory

Location: Karachi (Head Office)

#### Engaging tasks await you to

- Cultivating new and existing client business development opportunities provide requested information to clients and to convert opportunities into projects.
- Building relationships across sectors and service lines within Deloitte.
- Advising and supporting clients at both the fund and portfolio company levels on their most pressing issues.
- Maintain brand image and brand equity as a preferred service provider.
- Generating prospecting / networking activities in the pursuit of new client acquisition and brand awareness
- Managing business development opportunities and sales cycles with both existing and prospective clients in coordination with DTTL operating protocols, and collaborating with all stakeholders
- Turning clients' business needs into concrete projects and detailed proposals. Delivering high quality services across the market and leveraging the wide range of DTTL offerings.
- Providing coaching to exceptional employee talent to create and enhance career path opportunities while supporting a culture of accountability and open communication
- Developing methodologies, practice aids and thought leadership and embedding best practices to drive global consistency in client delivery
- Representing the practice at various networking, marketing and conference events, including seeking speaking events on related "hot" issues to further drive DTTL's credibility and relevance in this space and generate opportunities

#### Leadership capabilities

- Act as a role model and inspires others to embrace and live our purpose and values
- Develops high-performing people and teams through challenging and meaningful opportunities
- Delivers exceptional client service; maximizes results and drives high performance from people while fostering collaboration across businesses and borders
- Influences clients, teams, and individuals positively, leading by example and establishing confident relationships with increasingly senior people
- Understands key objectives for clients and Deloitte, aligns people to

#### You possess following skills and experience

- Qualified Chartered Accountant from ICAP/ACCA Member/CFA Qualified
- For Senior Manager : At least 8-10 years hands on experience working with leadership and ability to operate at a senior level and deal confidently with Partners and other senior people, demonstrating strong commercial insight along with risk management related to the engagement job.
- For Manager : At least 5-7 years hands on experience. You will work with management as part of an acquisition process to understand how the value of acquired intangible and financial assets will impact accounting requirements.
- Leading the engagement team and assisting engagement director and engagement partner for engagement planning, execution and reporting in performance of transaction advisory services
- Familiar with standard methods and tools (e.g. Excel, PowerPoint, Publisher, Word, etc.); selects and applies appropriate methods to carry out work assigned and document work performed
- Excellent communication, written, and interpersonal skills
- Excellent team player with approach to collaborate and engage

#### Technical & Professional capabilities

- Develops analytical models that can be visualized and interpreted convincingly to inform recommendations
- Plans and executes engagements that deliver a superior client experience
- Acts as a financial advisor across a broad spectrum of transactions through a sophisticated analysis of financial information
- Builds an in-depth knowledge of the client's business and stays up-to-date on industry activities, marketplace trends, and leading practices
- Applies quality assurance, risk management, and confidentiality procedures in all areas of work performed and managed

#### Get in touch

**Apply in confidence** by sharing your updated profile to [pkhumancapital@deloitte.com](mailto:pkhumancapital@deloitte.com) with "Senior Manager/ Manager — FAS" in subject line.

We will be happy to welcome your queries at: **+92 (21) 3454 6494—7 Ext. 409**

**Deloitte Yousuf Adil, Chartered Accountants is an equal opportunity employer.**