



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

What impact will you make?  
[www2.deloitte.com](http://www2.deloitte.com)

**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

### Technology Consultant

Location: Karachi (Head Office)

#### Engaging tasks await you to

- Ensuring that excellent working relationships are built and maintained with the client and the deployed project team.
- Leading Technology Strategy and Innovation practice development activities along with bids and proposal work to win over new business projects
- Building market relevant service offerings to ensure greater visibility and exploitation of key technology opportunities with clients.
- Contributing to the overall strategic direction for the Technology Consulting practice deciding on the target clients and services and ensuring quality delivery for Technology Consulting client projects in the area of Risk Advisory (Digital Transformation, IT Governance, IT Strategy, Emerging Technologies, IT / IS assessments & reviews etc.).
- Working collaboratively with the proposed team to sell and integrate client solutions across a range of competency areas (for example, IT strategy, IT Infrastructure, Data Analytics, Emerging Technologies) and industries.

#### Leadership capabilities

- Acts as a role model, embracing and living our purpose and values, and recognizing others for the impact they make
- 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 objectives and sets priorities and direction

#### You possess following skills and experience

- Bachelor's degree (Masters preferred) in computer science, IT or related field
- 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.
- 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

- Ability to leverage an in-depth understanding of the client's strategy to plan and drive the development of impactful and sustainable risk management solutions
- Ability to advise client on establishing or improving end-to-end risk management systems, processes, and frameworks to enhance strategic alignment with business goals, enable effective decision making and response, and monitor regulatory compliance
- Ability to plan and execute a project to deliver a superior client experience
- Ability to increase quality, accuracy, and impact of reports and presentations by leveraging critical thinking, experience, and judgment
- Ability to build an in-depth knowledge of the client's business and stay up-to-date on industry activities, marketplace trends, innovation efforts, and leading practices
- Ability to develop relationships, establish credibility with, and instill confidence in clients

#### Get in touch

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