

Corporate Strategy Consultant

About ASSIST34 – we believe in people

We are a professional tourism services company with decades of senior-level experience from the travel industry. Assist34 is a company formed to support multi-national tourism companies worldwide to grow in a highly competitive global travel market. Our job is to ensure that our clients; tourism companies have the best back and mid-office services secured with a highly cost-efficient and qualitative setup combined with specialised management advisory services.

We have built the organisation with a human-centric approach where we constantly develop our skillsets to stay ahead of the industry and lead development. Our role is to enable our clients to focus on their core business, whether managing hotels, running a multi-destination management company or a full-service tour operator.

Assist34 services are focused on four main pillars.

- Service Center Tourism
 - o Multi-Lingual service center
 - o Operations Services
 - o Flights Service
 - o Customer Services
- Product services
 - o Data Analysis and verification
 - o Data Loading
- Digital Commercialisation
 - o Ecommerce management
 - o Revenue and yield management
 - o Website production and management
 - o Social media management
- Management consultancy
 - o Financial strategies and controlling
 - o Business plan consultancy
 - o Management information systems (MIS)
 - o Board and management advisory

About the job – make the difference

Work with us in our centrally located Istanbul offices to serve our multi-national clients in their digital commercialisation. This position is designated to develop Assist34's commercial foot print together with the management and to lead large scale, governmental and private touristic projects from hospitality investments, touristic systems to destination development projects. The work will be to work closely with the management and subject matter experts to build business plans and presentations to win business tenders.

Key Responsibilities

- Meet with all business / SME's or the organization to discuss business goals, objectives and develop project scope and requirements with core stakeholders
- Develop detailed project benefit map with clear benefit statements, metrics and targets
- Analyzing existing company processes and workflows.
- Devising strategies to increase revenue, cut costs, and promote growth.
- Overseeing the implementation of updated business strategies.
- Reviewing and analyzing the efficacy of revised business strategies.
- Lead the development of business cases, use financial model to develop long term cost-benefit analysis and profitability options.
- Develop business case writing, Benefit Definition and Management
- Develop and maintain effective lines of communication with business area leaders, directors, and managers to ensure accurate project forecasts and reporting to support achievement of strategic and operational goals.
- Lead workshops with Business Owners and other Units to identify issues and opportunities for resolution
- Lead the development of proper change request plan - update all business case elements through a change request
- Ensure all investment board decisions are accurately reflected in the portfolio management system
- Responsible for development of governance and necessary templates

Requirements

- Bachelor or Masters in Business Management or equivalent education
- Three years of project management experience required.
- Experience in creating, managing, and prioritizing capital budgets, portfolios and business plans preferred.
- Experience in effectively communicating complex information in simple terms to multiple levels of the organization.
- Thorough knowledge of CapEx forecasting, budgeting, and analysis.
- Excellent verbal and written communications skills, including PowerPoint presentations.
- Excellent leadership skills with proven ability to lead without direct authority.
- Strong fact-based decision-making skills and ability to solve complex problems.
- Strong teamwork, collaboration, consensus-building, and conflict resolution skills.
- Strong Project management skills.
- Effective teaching, coaching and team development skills.
- Innovative thinking and creative mindset to drive process improvement.
- Able to interface across diverse organization to enhance processes and tools

About our offer – why joining us

- Fair and competitive remuneration for your contribution on transforming the tourism industry
- Working in a global tourism-tech start-up with young and passionate colleagues
- We are looking for intercultural cooperation and offer the opportunity to work on international projects
- Flat company structure with the ability to take quick decisions and the possibility to be part of the companies' success
- Modern and comfortable office space in the centre of Istanbul and our offices in Munich and Stockholm at need.

Apply now and fasten your seatbelt! We are looking forward to hearing from you.

joinus@assist34.com and send your application today!