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## **Financial Analyst (Up to 6 Positions)**

**NEW WEST OPPORTUNITIES INC. – Edmonton, Alberta**

### **Job Description**

New West Opportunities Inc. (NWO) is a North American Business Strategy and Community Development consulting firm, established and headquartered in Edmonton, Alberta. The firm currently has 65 Partners and Associates and 19 research and project/client support staff – located in 10 major regional business centers across North America.

NWO offers a full range of in-house research, analysis, strategy development and business strategy execution services to both its private and public sector clients. NWO's experience, expertise and technical competencies are fully reflected in each of the firm's six practice group areas (please refer to [www.NWOopportunities.com](http://www.NWOopportunities.com)).

**Business Strategy & Project Execution** and **Community & Economic Development** were the first two practice groups established by the firm, and remain the largest in terms of staff complement and year-over-year project activity. **It is in these two practice group areas that we are seeking to both expand and diversify our capacity to deliver ongoing value to our existing and growing client base...once again, across North America.**

### **Job Responsibilities:**

- Working as part of an integrated, multi-disciplinary team, provide front-line leadership in successfully delivering on a range of Business Strategy & Project Execution activities (i.e., COVID-19 business continuity, post-COVID-19 business restarts, repositioning and transformation, small business development and expansion, business mentoring and counselling, etc.).
- Successfully implement and deliver on identified and/or future business strategy components that build, develop and nurture internal capacities, entrepreneurial and innovation-based skill sets - in addition to future internal business development capacities.
- Once again, working as part of an integrated, multi-disciplinary team, maintain, mentor and build internal leadership and evaluation capacities related to business strategy

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execution, business development and operational performance...and benchmark these results against defined and/or forecast budgetary KPIs.

- Develop plans and processes to facilitate continuous improvement in business and operations KPIs, specifically to enable operations to become more effective and efficient and, furthermore, to support and build internal and broader community SME capacities.
- Knowledge and awareness of The (U.S.) Coronavirus Aid, Relief, and Economic Security (CARES) Act, Paycheck Protection Program (PPP), and other U.S. Small Business Administration financial programming would be an asset.

### **Job Requirements:**

- An MBA or post-secondary degree in either Commerce or the Social Sciences (e.g., B.A., Business and Economics) is preferred. Similarly, a mix of comparable post-secondary education and/or relevant work experience will also be considered.
- Experience and demonstrated expertise in improving operational effectiveness and efficiencies, and executing on strategic business development goals and strategies.
- Strong analytical and problem-solving skills in applying a methodological approach to joint, collaborative problem resolution and project execution.
- Demonstrated budget expertise and financial control skills within an SME business structure.
- Demonstrated leadership skills, with a proven track record of team-building and collaboration, coaching/mentoring, all within a rich and diverse multi-cultural environment.
- Demonstrated change management skills and the ability to develop strong, respectful and trusting relationships with clients, partner organizations and other key stakeholders.

**Bottom Line:** We are looking for "entrepreneurs" with the requisite technical skills, experience and expertise...and with a receptiveness and "all-in" comfort level in working collaboratively and productively in fast-paced, often-challenging business/financial analytics-driven (dependent) environments.

- Extensive travel may be required, post-COVID-19. Currently, the firm is fully operational across all practice groups via an advanced client-centered, fully-collaborative online and video conferencing/meeting platform.
- Ability to work a flexible, travel-dependent rotational schedule, as required.
- A working knowledge of Spanish would be a definite asset.
- Salary and benefits commensurate with qualifications and experience.
- Travel and accommodation, in addition to out-of-country health insurance, fully covered for all project-related activity.

**Application Deadline: 5:00 PM, Friday, May 8, 2020 (MDT).**

**Start Date: Team/project introductions and orientation the week of June 1, 2020.**

**NOTE: Annual salary range quoted below is in U.S. dollars (USD).**

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**Benefits:**

- Work from home opportunities
- Extended health care
- Vision care
- Dental care
- Life insurance
- Life-long learning and mentoring within a fully-collaborative and team-oriented environment

**Reference ID: NWO 2020-017-022**

**Job Type: Full-time, Contract, Permanent**

**Salary: \$69,900.00 to \$81,500.00 /year**

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