

## Senior Consultant

Control Risks is a specialist risk consultancy that helps to create secure, compliant and resilient organisations in an age of ever-changing risk. Working across disciplines, technologies and geographies, everything we do is based on our belief that taking risks is essential to our clients' success.

We provide our clients with the insight to focus resources and ensure they are prepared to resolve the issues and crises that occur in any ambitious global organisation.

We go beyond problem-solving and give our clients the insight and intelligence they need to realise opportunities and grow. From the boardroom to the remotest location, we have developed an unparalleled ability to bring order to chaos and reassurance to anxiety.

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<b>Our people</b>	Working with our clients our people are given direct responsibility, career development and the opportunity to work collaboratively on fascinating projects in a rewarding and inclusive global environment.
<b>Location</b>	Dubai, United Arab Emirates or London, United Kingdom
<b>Engagement</b>	Permanent, Full-time
<b>Department</b>	Compliance, Forensics and Intelligence – Middle East team
<b>Department</b>	Director
<b>Job purpose</b>	We are looking for a senior consultant with long-standing experience in advising companies and senior business decision-makers about and doing business in the Middle East and North Africa. The candidate will have demonstrable knowledge of broader risk management issues and an understanding of international regulation and how to ensure compliance with it. The role will involve: delivering in-depth research and consultancy; driving the development of new business; mentoring junior members of our growing team; contributing to Control Risks' other services when required; and close collaboration with our global network of offices
<b>Tasks and responsibilities</b>	<ul style="list-style-type: none"><li>▶ Lead the research and delivery of due diligence and business intelligence consulting for clients considering business in the Middle East and North Africa</li><li>▶ Deliver high quality reports, on time, which meet our clients' expectations</li><li>▶ Lead complex proposals for clients in collaboration with colleagues across the company. Identify the correct solutions for clients on a case-by-case basis as they consider whether and how to do business in the region</li><li>▶ Maintain in-depth knowledge and understanding of regional politics, business environment and foreign policy, and the relationship between them, through traditional and social media, attending business and industry events, and liaison with external sources and experts</li><li>▶ Represent Control Risks at conferences and to various external stakeholders to</li></ul>

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ensure that Control Risks is considered the “go-to” provider of consultancy services in the region

- ▶ Liaise on a regular basis with counterparts in similar positions across the company and externally to share and obtain knowledge, best practices and case studies that could help improve our solutions in the Middle East and North Africa

### Knowledge and experience

#### Essential

- ▶ In-depth knowledge and understanding of political and business issues relevant to companies doing business in the Middle East and North Africa
- ▶ Experience advising companies about doing business in the region
- ▶ Experience in complex business intelligence assignments and corporate investigations specific to the Middle East and North Africa
- ▶ Proven time management and organizational skills to ensure both internal and external deadlines are met
- ▶ Experience in selling professional services, including preparing and managing written proposals and pitches
- ▶ Strong communication and presentation skills
- ▶ Experience working with different nationalities in various locations and time zones
- ▶ Ability to write concisely and authoritatively under deadlines, while interacting with colleagues and clients in challenging situations
- ▶ Experience of managing more junior colleagues

### Qualifications and specialist skills

- ▶ Masters’ degree (or equivalent) in a relevant discipline
- ▶ Fluent in English and Arabic, other relevant languages are an advantage
- ▶ Strong Microsoft Office skills
- ▶ Strong verbal presentation skills

### Competencies

#### Core behaviours:

- ▶ Seizes opportunities and resolves problems
- ▶ Adapts well to changing demands and ambiguous situations
- ▶ Looks for opportunities to improve own performance
- ▶ Actively seeks input from appropriate stakeholders
- ▶ Seeks to deliver work of the highest quality
- ▶ Demonstrates thought leadership and analytical innovation
- ▶ Considers the ethical and reputational consequences of their actions

#### Specific competencies:

- ▶ Excellent investigative and analytical skills
- ▶ Excellent interpersonal and collaborative skills

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- ▶ High attention to detail
  - ▶ Excellent verbal and written communication
  - ▶ Methodical approach, strong project management skills
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#### How to apply

If your qualifications, experience and aspirations match our requirements, email a covering letter and CV, stating your current salary to:  
[MERecruitmentCFI@controlrisks.com](mailto:MERecruitmentCFI@controlrisks.com) by 14<sup>th</sup> March 2019

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