

POSITION DESCRIPTION: MANAGING DIRECTOR (SINGAPORE)

Veracity seeks a Singapore-based Managing Director to represent and oversee its significant interests in Asia and to assist in expanding the firm overall. This role includes leading Veracity's business development and client management efforts in Singapore and throughout Asia and managing the firm's project capabilities in China, East Asia, India, and Southeast Asia. Key responsibilities will include:

Business Development

- Identifying and developing new client relationships in Singapore, Hong Kong, and the broader Asia region.
- Working with New York-based partners and the Head of Business Development to design and implement new business strategies in Singapore, Hong Kong, and China.
- Assisting NY-based partners in growing existing relationships with Asian clients.

Client Management

- Ensuring the effective delivery of project results to local clients
- Responding directly to client inquiries and furthering relationships with Veracity's existing Asia-based clientele.

General Management and Project Execution

- Managing the day-to-day functions and needs of the Singapore-based office and team members as well as other Veracity-affiliated personnel such as regional Senior Advisors
- Overseeing the implementation of Veracity's project management methodologies and processes in the Singapore office, including project scoping and development of proposals for major client engagements
- Organizing and directing project resources to ensure maintenance of high standards in research, analysis, and writing
- Providing input and assisting the Partners in the development of specific aspects of the firm's overall goals and strategies

Position Requirements

The successful candidate will have the following key attributes and experience, gained through demonstrated excellence in the fields of finance, consulting, diplomacy, or intelligence:

- Broad knowledge of Chinese and/or Southeast Asian political and business issues and an appreciation of the social idiosyncrasies of regions, countries, and certain industry sectors
- Highly developed project and time management skills
- Strong understanding of general business and management principles
- The ability to work collaboratively throughout a small firm environment and across multiple regions
- The ability to work in a high-pressure and often unpredictable professional services environment
- Strong organizational and interpersonal skills, including the ability to manage through influence
- Superior writing and analytical skills
- Extensive experience in interfacing with clients and managing relationships with senior executives
- Expertise in the building, growing, and servicing of an enterprise or entity

Additionally, the following are desirable:

- Financial management and accounting skills
- Fluency in one or more Asian languages in addition to English (Chinese is preferred)