

## WATSON Advisors Inc.

WATSON is a boutique governance consulting and leadership talent firm with offices in Toronto and Vancouver. We deliver a unique blend of governance and recruitment expertise, supporting organizations in all aspects of governance, from board and executive leadership, to governance policies, processes, and structures.

Focused on our mission to “Help Organizations Perform Better,” WATSON’s purpose is to strengthen society by supporting organizations that contribute to building a better Canada. WATSON is not driven by, nor interested in, short-term transactional engagements and instead takes a long-term relationship view to our client partnerships. We care deeply about our work and to us, a successful outcome means that we delivered on the commitments we made to our clients.

## Managing Director

WATSON has generated year-over-year growth in terms of clients, employees, revenue, and profitability. Having arrived at a critical juncture in its ongoing development, the company is now seeking a Managing Director with a mandate to contribute to the growth strategy along with the responsibility for day-to-day operational management.

The Managing Director will report to the Founder and CEO (CEO) with accountability to WATSON’s Business Operations Team. The Managing Director will be responsible for all aspects of the company’s operational business management including finance and accounting; people and culture; and technology, systems, and processes. By identifying efficiencies with a view to designing new workflows and improving processes, they will elevate operations to a new level of efficiency and effectiveness that supports WATSON’s continued growth. Additionally, they will play a key role in steering the development of a strategic plan, operationalizing it, and developing KPIs to track performance.

## Requirements

A highly collaborative team player with a “One WATSON” attitude and mindset, the Managing Director will be an exceptional leader and continuous learner with an interest in helping organizations contribute at their best. The ideal candidate will have a post-secondary degree, preferably an MBA, and a minimum seven to ten years’ senior leadership experience with responsibility for multiple functional areas. Proven business acumen and senior business operations experience in multiple functional areas, the ability to excel at people development (including developing HR strategies), financial management, optimizing operations, and building strong collaborative relationships with colleagues is essential. A detailed understanding of a professional services firm would be a distinct asset.

**To apply for this role, please click the link below. We sincerely thank you for your interest in this opportunity and will only contact those under consideration for the position.**

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