

NPSIA Works: Career Futures

PRIVATE SECTORS AND CONSULTANCIES

Description of the Field

Multinational enterprises, joint ventures, financial institutions, law firms, consulting agencies, manufacturers of goods and providers of services, increasingly cater to an international clientele. Most internationally-oriented jobs in the business world will involve marketing, sales, finance, operations and strategic planning.

Consultants are professionals who are employed to identify, to analyze, to propose and to implement solutions to management problems. They may be employed directly by management consulting firms and large organizations throughout the public and private sectors, or they may be self-employed and offer their services to the same types of firms on a contract basis. Increasingly, management consultants provide international skills and work on projects with international agencies. The nature of consulting advice can range from international business and finance to project feasibility, design and implementation. In general, the work is challenging, fast-paced and involves long hours, given the project-by-project nature of the work. Travel is an important aspect of a consultant's professional life.

Selected Alumni Job Titles

Analyst, Corporate Debt Research, Canadian Capital Markets, BMO Nesbitt Burns
Analyst, Intelligent Enterprise Corporation
Assistant Sales Manager, Rio Algom Ltd
Associate Analyst, Salomon Smith Barney, NY
Consultant, Program Evaluation [international training programs]
Consultant, United Nations Conference on Trade and Development
Deputy Director, Trade and Investment, Dept of Policy and Business Practices, Paris
Director, Marketing and Business Development, Metrophonics [optical telecomm networks]
Director, Regulatory Affairs, Pharmaceutical Manufacturers Association of Canada
Executive Assistant, Klotz Associates [international law]
Financial Analyst, Ford Motor Credit Company
Government Relations, Alcan
International Development Consultant, Mosaic International
Manager Export Logistics, Ford New Holland Inc, PA
Manager, Strategic Planning, Research and Business Development, BCE Emergis
Manager, Toyota Motor Company, Japan
Marketing Specialist, International Trade Division, Viasafe software company
Management Consultant, Fujitsu, Japan
Management Consulting Services, PriceWaterhouseCoopers
National Director, International Affairs, Stentor Telecom
Partner, Anderson-Gill & Associates [policy and evaluation research]
Partner, Goss Gilroy Inc. [management consulting]
Policy Analyst, Canadian Chamber of Commerce/Canadian Council for International Business
Sales Manager (Asia Pacific), Cancarb, TransCanada Pipelines
Securities Analyst, Semiconductors/Technology, Emerging Growth Equities, Ltd. US
Senior Account Executive, Investor Relations Division, The MWW Group, NY
Senior Analyst, Public Affairs Dept, Imperial Oil
Senior Marketing Analyst for MERCOSUR, General Motors do Brasil, Sao Caetano Sul, Brazil
Vice President, Phillips Hager & North Investment Management Ltd
Vice-President, Electric Medialand, Inc.

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