NOVATalenta.

Job Description

BXVentures Advisory - MANAGER

Built for consultants who think like founders.

BXVentures Advisory is a **new-generation advisory firm combining top-tier strategy, hands-on execution, and a strong entrepreneurial mindset, all amplified by AI** from day one.

The firm, founded by partners from elite consulting firms, operates at the intersection of **Strategy & Transformation, Management Consulting, and Venture Creation.** Its purpose: to deliver what traditional consulting no longer provides — speed, ownership, and real outcomes.

BXVentures Advisory is part of BXVentures, a global **deep tech specialist** transforming cutting-edge R&D into commercially successful ventures. The group forges strategic partnerships with elite institutions to scout, fund, and scale groundbreaking technologies.

NOVATalenta is helping BXVentures Advisory find consultants looking for something fundamentally different *—a genuinely entrepreneurial environment, built on co-creation rather than hierarchy, and a unique chance to build a story from its very first chapter.*

MANAGER

BUSINESS DEVELOPMENT / SALES

- Take ownership of specific accounts and build sustainable client relationships
- Generate and qualify new leads (minimum €250K qualified pipeline contribution per year)
- Lead proposal development: problem framing, solution design, pricing, client presentations
- Represent BXVentures Advisory at sector conferences, roundtables and business events
- Co-develop offerings and go-to-market strategies with Senior Managers and Principals

PROJECT DELIVERY

- Lead full project engagements: scope, team, planning, quality, client relationship
- Serve as primary client interface for day-to-day project management
- Ensure delivery excellence, budget adherence and on-time completion
- Manage stakeholder alignment, risk identification and escalation
- Build and apply reusable frameworks, templates and methodologies

EXPERTISE & THOUGHT LEADERSHIP

- Hold recognized expertise in one or more BXVentures service lines (Strategy, Transformation, Venture Building)
- Lead internal capability building in area of expertise
- Produce BXVentures points-of-view, white papers, and client-facing IP
- Stay at the frontier of AI tools, applying them to accelerate delivery

PEOPLE MANAGEMENT & CULTURE

- Recruit, onboard and actively develop Analysts and Consultants
- Conduct performance reviews and provide structured development plans
- Foster a high-performance, inclusive and entrepreneurial team culture
- Mentor junior team members on both technical skills and professional development

NOVATalenta.

REQUIREMENTS

- University degree
- Trilingual: Dutch/French + English
- 5-6 years in consulting or senior transformation roles
- Proven track record of leading and delivering complex multi-workstream projects
- First experience in business development and client relationship management
- Strong entrepreneurial mindset with appetite for commercial ownership