

Job Title : Lean Six Sigma Black Belt Consultant

Location : Head Office, Accra

About Sigmastrat

Sigma Strategic Business Consult Limited (Sigmastrat) is a business strategy, project management and performance improvement consulting firm that serves as a key advisor to leading companies in Ghana and the West African sub-region. We provide our clients with unique insight to drive critical decision making and solve their most pressing problems. Sigmastrat also provides LEAN Kaizen and Six Sigma solutions. We are dedicated to helping companies and organizations improve their performance and achieve sustained profitable growth.

Sigmastrat has a widely spread footprint with a mobile, highly experienced team of technical specialists and performance improvement experts with impressive track records and over 100 years combined experience in various fields of business growth. Apart from corporate level strategy, Sigmastrat offers bespoke management training services, both online and classrooms based, and have tailored on-site sessions to meet specific corporate needs.

Every year, the majority of our business comes from clients with whom we worked in the previous year – an indicator of our ability to achieve lasting results for our clients. Our client relationships are enduring, as many clients have remained partners for years. We are dedicated to helping clients achieve meaningful and measurable results in areas critical to their success. We measure our success by the results our clients achieve and by the depth and extent of our relationship with them.

At Sigmastrat we make a commitment to the success of each individual team member. We offer benefits to chart your career path such as training, specialty assignments, cross-functional team project, and much more. Additionally, Sigmastrat offers you the flexibility- and opportunities- you need to achieve your career goals.

Line Manager

Post holder reports to the Head, Corporate Development

General Responsibilities

The Black Belt will support and drive strategic continuous improvements in execution and productivity through the use of lean and six-sigma. This role will also be responsible for supporting performed tasks worldwide using consistent processes and procedures. As a process improvement, quality consultant and change agent assigned to defined business areas, you will drive significant results by leading mid to large complexity process improvement projects focused on supporting customer satisfaction, and productivity. As the Black Belt you will provide process improvement leadership with a thorough understanding of the process improvement methodology, project management and change management and:

Apply Lean Six Sigma techniques to complex projects to deliver significant cycle time and/or touch time improvements

- Be responsible for defining, researching, planning, and building business support in order to reduce cycle time, improve profitability, increase effectiveness and efficiencies
- Establish local process ownership and monitor performance and improvements in key metrics
- Build & reach consensus in identified problem areas and pursue recommended solutions to increase growth and to improve productivity
- Act as a change agent / coach to instill and sustain changes
- Train, mentor & coach Green Belts on how and when to use Lean and Six Sigma Tools
- Identify and capture opportunities to improve and automate processes for sustained efficiencies and savings. Promote the use of metrics and data to drive accountability to achieve business /engineering department objectives
- Constantly seek, develop, share, and implement best practices amongst fellow process improvement coaches and clients
- Develop and present process result presentations to senior management
- Provide input to the development of curriculum and related training modules to educate personnel in the principles of the developed process improvement methodology and related toolset
- Assist in the delivery of training
- Bachelor's degree or above in any Engineering discipline from an accredited College or University
- Minimum 3 years of process improvement experience

Education / Experience

- Bachelors' degree in a relevant field. Minimum 5 years experience in a similar role
- MBA

Skills Requirement

- A good communicator at all levels with a multi-national team of individuals.
- Leadership skills in a diverse geographic, cultural, and academic environment.
- Ability to develop strategies and tactics.
- Effective time management and strong organizational skills – must be able to balance competing priorities, complex situations and deadlines.

- Competency to plan, problem solve, organise, direct, and control.
- Competency in utilization of computers and skilled application of Microsoft office portfolio.
- Competency in training development or delivery.
- Competency with IT systems and the tools of knowledge management for collaboration, knowledge capture and transfer.
- Proven understanding and application of continuous improvement processes.
- Excellent oral, written and presentation communication skills.
- Good budgetary and business acumen.
- Proven success in your sales ability and demonstrable full knowledge of the sales process
- Confident negotiator and ability to 'close the deal'
- Strong client management skills and ability to keep promises
- Capable of hands on problem-solving, with ability to generate ideas and solutions
- A positive and determined approach to researching and analysing new business opportunities
- Ability to use own initiative and pay close attention to detail
- Ability to cope with competing demands and to prioritise tasks
- Strong communication skills in all forms including written, oral, email, telephone, and presentation
- Excellent organisational and time management skills
- A positive attitude to dealing with people
- Capable of working independently, and having responsibility as an individual
- Ghanaian driving license (own car is preferable)
- Confidence to present a tailored presentation to potential client team by effectively using a range of presentation skills i.e. body language, voice tone etc.
- Ability to deliver a tailored sales process to achieve targets /KPI's by generating leads, asking probing questions, using most appropriate features & benefits based on clients needs and matching with a tailored solution
- Ability to manage and maintain accurate and accessible tailored documentation i.e. Presentations / proposals to meet clients' needs
- _ Ability to co-ordinate the pitch process by effectively providing the relevant teams with a summary of clients technical and marketing needs in order to obtain relevant assessment strategy recommendations

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Your Profile

- Commercial attitude and skills
- Strong communication skills, both in writing and orally
- Project management and consultative skills/approach
- Speak and write English fluently
- Other languages, specifically French, are a plus
- Know-how about corporate finance, business (process) outsourcing, shared services, back-office transactions/administration is a plus
- Experience with internal/external clients

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Other requirements:

- Willingness to travel
- Hands-on mentality/ pragmatic in approach

We Offer

- An alternate job within a dynamic team
- The challenges provided by a young and innovative company, combined with the stability of the companies vision
- A competitive salary and compensation package