



Executive consultant

Position: Executive Consultant within AKA Link's Executive Team

Working hours: 10-20 hrs/week

Start date: February 1st

Duration: Spring Semester, possible extension

Compensation: Commission-based

About AKA Link:

AKA Link is a Columbia Based Social Enterprise which provides consulting solutions to Start-ups, Small/Medium Businesses and Non-for-Profits in the New York area by contracting Columbia University Students. AKA Link provides services ranging from Business Consultancy to Engineering Solutions, as well as Web and Graphic Design capabilities, and Management Utilities, among others. At AKA Link, we aim to empower students to leverage their exceptional education by providing options for short-medium term projects that are relevant to their major field of study. Furthermore, we aim at providing insightful and thought-out solutions to help our clients grow their business. We invite students from all major to visit our website www.aka-link.com for more information, and register through the link on the "Join Us" tab.

Position Description:

As a social enterprise that fights for students empowerment, AKA Link is looking for motivated student to expand AKA Link's activity across Columbia University and the New York area. A strong entrepreneurial characteristic is required to initiate deep market penetration in New York. The ability to work independently and bring about innovative solutions is of paramount importance in order to establish a brand recognition in the market.

AKA Link is looking to take in Executive Team members which would serve as three roles: Sales and Marketing Manager, Project Manager and Financial Officer. The analyst will be expected to reach a number of deliverables under the tutelage of AKA Link's CEO.

Qualifications:

- Currently working towards completing a graduate or undergraduate degree
- Industrial Engineering, Financial Engineering or a related technical discipline
- Marketing and Sales experience preferred
- Accounting experience preferred
- Ability to work in a fast-paced startup environment
- Strong entrepreneurial mindset
- Excellent communication, organizational and interpersonal skills
- Very quick learner, attention to detail and ability to multi-task
- Willing and able to work from AKA Link offices once a week



Your Responsibilities:

- Evaluate market areas and market entry strategies
- Familiarize with AKA Link's accounting practices and cash flow projections
- Undertake client acquisition efforts and establish best practices for client retention
- Familiarize with AKA Link's project management practices related to understanding client needs, quote estimates and talent management
- Develop actionable plans for the company's day to day activities, product development and growth.
- Share data governance strategies and assist with data cleansing activities.
- Assist the CEO in his/her day to day activities

Benefits and Future with AKA Link:

Training: Through this opportunity, you will be exposed to one on one training with AKA Link's CEO into the best practices in the company and the industry.

Hands-on experience: This is the perfect opportunity to "get your hands dirty" with some real-life data, business practices and fast-paced startup environment. You will be at the forefront of the business's activities.

Meaningful Impact: Not only does your position within the company give you freedom and power to effectively change the way AKA Link functions, you will also have a direct impact into revolutionizing the way student part-time employment is viewed.

Flexible work hours: At AKA Link, we don't care much about when you have to come to the office or how long you need to work. The only thing that matters are the deliverables, and you are free to work around your schedule how best you see it fit to get the job done.

Compensation¹: At AKA Link, we believe in rightfully compensating our collaborators. A commission-based scheme, proportional to your involvement with a given project, will be set in place.

Future with AKA Link: As an Executive Consultant, you will be groomed to take on a c-suite executive position as early as your second semester. You are on a fast track for an exciting and unique career path.

¹ To be eligible for financial compensation by AKA Link, you must be lawfully eligible to work in the US. We currently do not sponsor visa applications but will consider candidates on CPT or OPT. A tuition reimbursement scheme can be set in place for International Students.