



Seeking Innovation Executive to help EY advance our Americas Tax Innovation agenda

Innovation Incubator Leader – Americas Tax

Innovation at EY

Increased globalization and technology advances mean there are new markets for goods and services and pressure on companies to compete on innovation as well as price. Technology is connecting people, spreading knowledge, saving time and freeing up resources. It's also transforming lives in the developing world.

EY is responding to these changes and has a plan in place that positions us for future success and offers our people and recruits more opportunities than ever before. We call this plan Vision 2020, and its objective is to make EY the leading global professional services organization by 2020.

The cornerstone of EY's Vision 2020 is exceptional client service, and delivering on this vision requires that EY innovates to meet our clients' needs. EY's Americas Tax practice has launched an Innovation initiative to encourage, discover and deploy new services to better serve our clients.

Position summary

EY is seeking a highly-motivated entrepreneur to lead the *Americas Tax Services Incubator*, driving efforts to discover and incubate new transformational tax services and playing a critical role in the evolution of EY's overall Americas Tax Innovation strategy. This is a high-profile position that is anticipated to have widespread organizational impact. The role will require collaboration across multiple lines of business and internal functions, as well as with the highest levels of EY Tax Leadership. This position requires significant innovation experience, with a particular emphasis on services incubation and innovation.

The Innovation Incubator Leader must be a strategic thinker and have an exceptional ability to execute, along with the intellectual skills to connect disparate information and trends to identify opportunity areas for new tax services. This individual must be a strong team director, with the ability to motivate diverse groups of professionals through uncertainty towards results. The candidate must balance the courage to try new things with a realistic, results-oriented perspective.

This executive will report to the Americas Tax Innovation Leader. Success will be measured by the ability to develop significant new tax services opportunities for our clients and our organization.

Key responsibilities

- Develop an Innovation Incubator that will serve as the central point of focus for new, high-potential services innovation for Americas Tax
- Develop, implement and manage a portfolio of new service opportunities, with regular communications to Americas Tax Leadership
- Build and direct all aspects of a team of full-time professionals devoted to innovation of new tax services



- Test critical tax, technology and other business assumptions in developing new services, establishing the relevant business cases, and communicating new service ideas throughout EY
- Develop, track and report on metrics for new tax services projects within the Incubator
- Contribute innovation expertise to the broader portfolio of new services investments and initiatives across Americas Tax
- Serve as an internal consultant and networking resource for the Americas Tax Innovation network
- Serve as the primary point of contact for external start-ups or academia interested in piloting/co-innovating with Americas Tax for new service collaboration
- Continuously research the field of Innovation within professional services organizations, updating the Americas Tax Innovation team and other relevant stakeholders on new developments or opportunities
- Represent EY Americas Tax as a thought leader in the field of Business Innovation
- Lead a research team to synthesize business, technology, economic and tax trends to discover opportunities for new tax services

Education and experience

- Bachelor's degree; MBA or advanced degree preferred
- A minimum of 15 years of experience in corporate innovation, management consulting or strategy development and implementation with an innovation focus; a strong preference for experience with services (versus product) innovation
- Experience in the accounting/tax services industry preferred, but not required
- Demonstrated ability to define and execute a corporate innovation strategy, and to develop and scale new business opportunities

Knowledge and skills

- Working knowledge and experience with best practices in driving corporate innovation
- Highly conceptual and creative ability, balanced with practicality and sound business judgment
- Strong leadership skills with the strength to be a force of change
- Project and stakeholder management skills, and effective networking skills
- Excellent verbal and written communication skills
- Extensive presentation experience, particularly in presenting effectively to senior leaders

To learn more or apply

Qualified applicants should electronically submit their resume to: colleen.dooley@ey.com

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