

Director – Job Description

We are

- A boutique management consulting firm looking to expand our presence
- Different from other consulting firms, both in what we say and what we do, which we represent in our principles – clarity, insight, professionalism
- Focused on providing advisory services to help our clients through significant change, whether that is setting a new strategic direction or improving operations to better deliver the current strategy

The job is

- Supporting Partners and Managing Partners to identify, pursue, sell, and manage consulting engagements
- Shaping and directing management consulting engagements, including guiding, mentoring and developing professional staff
- Working with clients to analyse all aspects of their current operations and provide recommendations on cost reduction strategies, improving performance and reducing risk
- Going beyond just delivering and supporting our efforts at finding work and winning work, including:
 - Supporting the business development effort, whether formal proposals or marketing materials
 - Contributing to thought leadership and opinion papers
- Having an active voice within the team, being able to input on the direction, approach and priorities
- Developing your skills to better assist clients, capturing your experiences and knowledge to build the firms knowledgebase and tools

You are

- Looking for a new challenge, where you will be expected to adapt to many client environments and build expertise in consulting skills that relate to strategy, governance, organisation, technology and processes

- Curious, you consistently ask “why”, and challenge status quo rather than taking things on face value
- Dedicated to quality and strive to produce the best work you can, arguably your own worst critic
- Enthusiastic about working with people from all backgrounds and enjoy communicating your insights in small and large group settings
- Comfortable with ambiguity, able to move forward even though you may not have all the information
- Informed on leading practices; and have an understanding of UK financial services structure and operations; specifically, across Insurance, Banking, Retail Investments & Wealth Management

Desired Capabilities

- Educated (masters or undergraduate) in business, economics, political science, philosophy, or data analytics
- 10+ years' work experience, ideally in management consulting
- Entrepreneurial; excellent communication skills; Organised; Problem solver; Structured / Critical thinker
- Creative and literate - a master wordsmith - able to write compelling proposals and reports
- Commitment and passion for financial services - helping leaders make a difference
- A strong work ethic and dedication to grow in a professional services environment
- Excellent at using common Microsoft (Excel, PowerPoint) to analyse data and present your findings clearly