



IMPACT

# Inspiring Consultant

**The finer detail...**





## Inspiring Consultant The finer detail

### Consultant – Lakes based with global travel

- **Solution Design & Delivery:** To secure the Impact Brand by ensuring consistent world class solutions
- **Client Service Teams:** To act as the Lead Consultant in one or more Client Service Teams
- **Innovation:** Custodian of our propositions, innovation of new propositions and solutions that are globally transferable
- **Sales:** To guide the strategic design and planned delivery process for potential work
- **Lead by Example:** To actively promote a learning culture within the business by mentoring/ coaching others

### Key Responsibilities

#### Impact Solution Design & Delivery:

- To work with clients to develop a shared understanding of their outcomes based on Impact's Solution Mapping approach
- To develop solution architectures and designs that are innovative, powerful and effective to client needs at different business levels and across industry sectors
- To bring confidence, passion and inspiration to the delivery of world class solutions that engage participants in their own learning journey
- To play the role of a Programme Director, ensuring that the agreed design is delivered in line with both the clients and Impact's expectations

#### Client Service Teams – Lead Consultant:

- To participate in Client Service Teams as the Lead Consultant
- To work with the team to ensure excellent client experience
- To ensure all solution designs are connected for a client
- To manage the delivery team, creating an environment where all can work well together, share practice and develop as both a team and individuals
- To work with the client to evaluate the effectiveness of our solution to both inform continuous improvement as appropriate and provide evidence of return on investment where possible
- To manage key relationships and help identify sales opportunities and grow the account

#### Thought Leadership/ Innovation:

- To be responsible (as a part of a global team) for making sure propositions are coherent, up to date and market aligned. This includes engaging with marketing, sales and delivery to be sure that all areas have the understanding they need, as well as access to suitable materials such as articles, models, experiential activities etc
- To be proactive in staying up to date with all of Impact's key propositions
- To engage with our global colleagues to share practice and ideas and ensure an appropriate level of global consistency
- To contribute articles to Impact and/or external publications
- As part of a global team be responsible for upgrading/ creating new projects as part of solution design or delivery

#### Sales:

- Work alongside business development in the sales process in a consulting capacity, to guide the strategic design (giving ideas) and planned delivery process for potential work
- To work with the BD team to plan and deliver sales pitches for specific opportunities

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## What we offer

- Salary is competitive and dependent on experience. We offer a profit share, bonus scheme and non-contributory pension scheme
- Wellbeing – we provide a health care scheme to all employees
- Inspiring and developing – we have a tailored induction process and lots of opportunities (internally as part of our Impact Learning Academy as well as externally) to learn, develop and progress your career
- We provide opportunities to support our local communities around the world
- Adventure, fun and fulfilling – we celebrate successes, no matter how great or small
- Caring for each other, we provide a supportive team framework. We have been listed as a Great Place to Work employer for the last decade

## Would you like to join our team?

We'd love to hear from you if you feel you can demonstrate the skills and experience we require, and persuade us you can make an immediate and substantial contribution to the work of our fantastic team and to the future of Impact.

Apply via our website

