



IMPACT

Senior Consultant

The finer detail...





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Read on for more info...

A fantastic opportunity to join the Impact Consulting team based at our company HQ in Windermere (with global travel.)
Intrigued? Want to find out more? Then have a look below...

Here's some stuff we'd like you to be brilliant at:

- **Solution Design and Delivery:** design and deliver consistent world class solutions.
- **Client Service Teams:** act as a Lead Consultant in Client Service Teams.
- **Innovation:** upgrade/innovate propositions and solutions that are globally transferable.
- **Sales:** guide the strategic design and planned delivery process for potential clients.
- **Developing others & oneself :** actively promote a learning culture within the business by mentoring/coaching others and developing oneself.

Key responsibilities:

Impact Solution Design and 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 organisations and participants.
- To ensure that the agreed design is delivered in line with both the client's 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, 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 ensure 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.
- To work as part of a global team 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, in order 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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Here's some stuff we're brilliant at:

- The money part – salary is negotiable and competitive (depending on experience). Profit share, bonus scheme and non-contributory pension scheme are all in there too.
- We're a Great Place to Work® – it's official!
- Wellbeing – health care scheme available to all.
- Inspiring and developing – we have a tailored induction process and lots of opportunities (internally as part of the Impact Academy or externally) to learn, develop and progress in your career.
- Celebrating successes – no matter how great or small.
- Caring for each other – we always have each other's backs.
- Finding opportunities to support our local communities around the world.
- Adventure and fun – where else would you celebrate the biggest mistake of the year with a trophy and an awards ceremony?!

Would you like to join our team?

We'd love to hear from you if you like the sound of us
and you think we'll like the sound of you!

Apply via our website

