

BCC/FUTURESOURCE JOB DESCRIPTION
Head of Consulting

REPORTING INTO:

CEO

OFFICE:

London/US

LOCATION:

London/US

We provide market research to businesses around the world, aiding empowered, confident decision-making. Our expertise spans the diverse technology ecosystem through to the life sciences and is delivered through powerful datasets, specialist intelligence reports, ongoing personal debriefs and bespoke consumer and end-user research. We have over 80 years of combined experience, as a result of the unification between Futuresource Consulting and BCC Research, two leading research firms. Both have a unique set of capabilities and a rich history of driving tangible progress in businesses, academia and markets.

Expected Salary Range: £115k - £150k (or equivalent in local currencies) – Non-Commission – Bonus (based on company and individual performance)

Responsibilities:

- Manage the main pillars of a consulting practice: people management, delivery management and client engagement.
- Identifies, leads, or oversees the development of customer-facing business solutions and offerings that have an impact on the market.
- Act as a 'player coach', especially initially, overseeing our consulting function but also driving the execution of key consulting studies.
- Directs business operations and resources of consulting practice.
- Manages and leads through the management team and/or senior level individual contributors.
- Accountable for managing and growing substantive revenue streams and customer base.
- Formulate and implement our strategy for delivering consulting and advisory services to our core target industries.
- Resolves staffing issues for very complex engagements.
- Accountable for operational/financial metrics and overall business results of consulting practice.
- Interacts internally and externally with executive management involving negotiation of difficult matters to influence policy.
- Interacts with executive levels both internal and external regarding matters that influence policies and strategies.
- Has the ability to work in an unstructured and agile environment with minimal supervision.

- Proven ability to develop and maintain strong client relationships, at all management levels.
- Background research for persons, sales angles, organisations, et al – needed as part of working on those important deals.
- Effective at facilitating and implementing change.
- Outstanding communication skills both verbal and written with the ability to adapt style based on audience.
- Strong analytical capability with the ability to link financial results to performance drivers and business outcomes, provide recommendations to improve business results.
- Help the sales team upkeep notes following calls, meetings, scenario analyses.
- Strong organisational skills with ability to manage multiple projects throughout the entire project/program management cycle.
- Collaborate with partners to plan the layout and agenda of workshops and clarify outcomes that the client is expecting to achieve.
- Proactive in identifying process improvements.
- Coordinate end-to-end what's needed for those deals – all Content/Collateral Building – PPT's, Proposals, Nurture Materials etc.

If you are interested in applying for the above role, please submit your resume and a cover letter expressing your interest and suitability for the role to both: Aarti.patel@sixsails.com and sandy.bell@futuresource-hq.com.

The deadline for all submissions is: Wednesday, 24th April, 2024