

# Consultant (London HQ)

We are looking for a smart, driven Consultant to join our expanding Consulting team. You will work with our growing, international client base (UK/Europe) to help them to improve their business. You will use your experience in consumer goods and/or consulting to bring thought leadership & client understanding to solve complex & strategic issues. You will work on a variety of projects ranging from complex data analysis to software implementations and drive our change management.

## You will be

- Working with leading FMCG multinationals across multiple industries e.g. alcohol, soft drinks, pharmaceuticals
- Managing consulting projects & implementations of Acumen's revenue management software tools
- Defining, delivering & debriefing projects & implementations
- Analysing client data to deliver actionable insights which drive lasting change in our clients' businesses
- Winning upsell & new business
- Delivering internal efficiencies and capability through new technology & innovative ways of working

## About you

We need someone who can show us that they have a passion for making a difference and having an impact from the word go. You will have 2+ years of experience, ideally with a background in consulting, or working in a commercial role for a consumer brands company. You'll be comfortable handling large data sets and interacting with senior stakeholders. You'll love to problem solve and be able to juggle competing priorities to work to deadlines. Finally, you will enjoy working in a fast-paced and challenging environment, in a role with lots of variation.

## Benefits

This role offers an attractive salary, quarterly bonus scheme, travel subsidy, private healthcare (including dental & optical) and pension, as well as lots of opportunity for training. We offer quarterly away days, monthly events, team initiatives and meet up's. You will get a £1,000 contribution towards your home office set up and will be able to choose whether you would work best mostly based from home with a £150 per month contribution towards home working costs or from our hub office with a £50 per month contribution towards travel.

## About Acumen

Acumen deliver lasting change through smart revenue management for consumer brands. We do this through the deployment of our award-winning applications and delivery of our game changing consulting services.

Team Career Path

**Consulting Director**

*Shaping the Future*

- **Project Approach:** Sector expert and strategic advisor of the biggest strategic clients, considering the multi-market and macro corporate environment
- **Project Management:** Co-ordination of multi-market initiatives for Acumen consulting & apps
- **Delivery:** Sets Acumen subject matter, quality & efficiency standards cross functionally, through mentorship and capability building
- **Upsell & Offering:** Identifies new offering opportunities & uses and grows network/ senior wiring to bring in large deals and extension with new budget holders
- **Change management:** Owns Acumen change management agenda, delivering tangible, well adopted organisational benefits to our clients / Acumen

**Consulting Manager**

*Leading the Way*

- **Project Approach:** Leads complex/new project & technical approach. Drives delivery of complex milestones & client debriefing, considering the multi-market and macro corporate environment
- **Project Management:** Portfolio management of multiple consulting & app-based projects
- **Delivery:** Sets Acumen subject matter, quality & efficiency standards across projects, through mentorship and team capability building
- **Upsell & Offering:** Proactively draws on external best practice to improve on current offering and uses network/ senior wiring to expand team upsell number
- **Change management:** Identifies & develops considered change recommendations, delivering tangible, well adopted organisational benefits to our clients/ Acumen

**Senior Consultant**

*Well on the way to Growing Others*

- **Project Approach:** Leads project & technical approach. Delivers complex milestones & client debriefing aligned to statement of work
- **Project Management:** Portfolio management of consulting & app-based projects
- **Delivery:** Creates initiatives and mentors others to improve team subject matter expertise, quality & efficiency
- **Upsell & Offering:** Productises Acumen offering which is used to expand team and personal upsell number
- **Change management:** Identifies & develops considered change recommendations, delivering tangible, well adopted organisational benefits to our clients/ Acumen

**Consultant**

*Establishing your Career & Developing yourself*

- **Project Approach:** Defining, delivering & debriefing consulting projects' core problem and approach, aligned to statement of work
- **Project Management:** Complex project management of consulting & app-based projects
- **Delivery:** Help others and ensures project milestones meet quality & efficiency standards
- **Upsell & Offering:** Delivers personal upsell number through matching client needs to our offering
- **Change management:** Captures processes, understanding the why and how and provides change recommendations to clients/ Acumen

**Analyst**

*Starting Out*

- **Project Approach:** Delivering & debriefing consulting projects aligned to Statement of Work
- **Project Management:** Project management of consulting & app-based projects
- **Delivery:** Builds personal subject matter expertise to support delivery of high quality, efficient projects
- **Upsell & Offering:** Supports identification of upsell through needs analysis
- **Change management:** Documents client processes, understanding the why and how

**Junior Analyst**

*Starting Out*

- **Project Approach:** Support project delivery
- **Project Management:** Work effectively to project milestones
- **Delivery:** Support internal efficiencies and delivers tasks to Acumen quality standards
- **Upsell & Offering:** N/A
- **Change management:** N/A

Apply

To apply, please send us your CV to [jobs@acumenci.com](mailto:jobs@acumenci.com)