

Senior Consultant (London HQ)

We are looking for a Senior Consultant to join our expanding Consulting Team. You will work with our growing international client base (UK/Europe/Asia) to help each of our clients deliver lasting change through smart revenue management. You will use your experience in consulting and/or consumer goods to bring thought leadership & deep client understanding to solve complex & strategic issues. You will work on a range of projects from implementing our software, carrying out complex analytical consulting, through to change management and capability training.

You will be

- Managing multiple client consulting projects & implementations of Acumen's revenue management software tools
- Defining, delivering & debriefing consulting projects & client software implementations
- Analysing client data to deliver actionable insights to enable our clients to do something differently in their business
- Winning client upsell & new business
- Developing compelling selling stories, presentations & proposals to share with prospects
- Delivering internal efficiencies through new technology & ways of working
- Travelling across the UK, Europe mainly to work with our top tier clients

About you

You will have 5+ years' work experience in a data-driven or strategic Consulting role or experience in revenue management, sales or finance for a consumer brands company. You will have experience managing complex consulting projects and/or software implementations and you will be comfortable managing and influencing clients by speaking to senior stakeholders on a regular basis. We want someone who has a thirst for innovation & driving change, both internally & externally, who is not afraid to challenge the status quo. You will enjoy working in a fast-paced environment, in a role with lots of variation. And finally, you must be a completer finisher – seeing things through to their completion.

Knowledge & skills

- FMCG market knowledge (desired)
 - Trade pricing structures
 - Promotional effectiveness methodology
- Strong conceptual and planning skills with ability to balance competing priorities to always deliver
- Strategic thinker with a 'practical'/tactical perspective for execution
- Keen analytical skills and eye for details
- Creative thinker and solution provider – 'can do'
- Able to work independently
- Ability to influence senior teams internally and externally to adopt a proposed course of action
- Excellent interpersonal skills – internally and externally

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 drinks, office breakfasts, a weekly team quiz and complimentary yoga classes (the remote equivalent at the moment!). 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