



## Shaping the future together

Where Now Consulting is a recognised expert in helping companies deliver sustainable and profitable growth. Our mission is to work with our clients to help them develop and implement growth strategies by:

- Using our insights and knowledge to build practical growth strategies
- Assessing markets, providing business, sales and distribution options
- Providing expertise and support in acquisitions, joint ventures, alliance partnerships, distribution, sales and business strategy
- Creating long standing client relationships

The company is young but has strong ambitions to create a global consulting brand and has offices in Glasgow, Manchester and Dubai.

## Job Description – Consultant

We are looking for two talented management consultants to join our team. The candidates will ideally have a financial or business degree and have experience in helping companies to grow. You will currently be working in another consultancy or a growth orientated company and are looking for a role that provides opportunities both for personal and professional development. You will work in close collaboration with Where Now's clients, Directors and other consultants to build and implement effective growth strategies and operational plans through acquisitions, joint ventures, alliance partnerships, sales and channel management and market and product expansion. With a good understanding of strategies for growth you will be able to lead effective business change programs for both large and medium sized companies and organisations. You must be willing to extensively within the UK and overseas as required.

## Primary Responsibilities

- Carrying out consulting assignments delivering a high quality of service to clients
- Evaluating client data and markets to develop effective and practical solutions
- Accurately and precisely defining and delivering consulting assignments as required either as a whole project or in phases as required
- Understanding client's business objectives and needs and building these into tangible strategies and solutions
- Create, assimilate, and convey information in a concise and effective manner
- Drafting client reports to a high standard delivering knowledge and insights supported by information and facts
- Working flexibly on multiple assignments and effectively manage time and priorities
- Building strong relationships with clients and developing "on sale" opportunities
- Building networks within the business community and building the brand of Where Now Consulting Ltd

- Compiling and analysing quantitative and qualitative data as required using modern and traditional techniques
- Managing time to ensure delivery of projects to clients in a timely fashion

### **Required Skills/Capabilities**

- Good understanding and experience of business growth, sales, operations and financial strategy and management
- Good understanding of doing business in domestic and overseas markets
- Ideally experienced in multi-channel sales environments, joint venture or alliance partnerships
- Excellent communication and presentation skills
- Ability to interpret large amounts of data and information to create business strategies and operational plans based upon insights and research
- Strong analytical and critical thinking
- Self-motivated and able to work independently
- Ability to travel both within the UK and Overseas to deliver client assignments as required
- For one of the open positions French language skills are crucial as we have a major client in France that this role will support

### **Qualifications**

- BA degree in business, ideally in finance or international trade
- Strong language skills in English
- For one role French as a second language
- For the other role a second European language would be advantageous

### **Location**

- The role will be based out of Scotland but extensive travel should be expected

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