

**JOB SPECIFICATION**

<i>Job title:</i>	Associate Director
<i>Reporting to:</i>	CEO
<i>Benefits:</i>	25 days annual leave, private medical insurance, life assurance, disability assurance, pension, cycle scheme and gym subsidy
<i>Main activities, tasks and responsibilities:</i>	<p>A key member of the management team, associate directors are primarily responsible for:</p> <ul style="list-style-type: none">▪ Leading managers and senior consultants to structure and deliver high quality consulting projects ensuring specific solutions are provided to meet individual client requirements▪ Supporting the development of consulting revenues into new geographic areas, markets, propositions, services and technologies• Leading the management and structuring of commercial relationships▪ Managing and developing key accounts through senior-level relationship management▪ Owning partner relationships as appropriate▪ Leading the organisation's credibility, thought leadership and capability in specific areas▪ Driving long term value in the business <p>We also expect associate directors to</p> <ul style="list-style-type: none">▪ Be mentors and role models to consultants, senior consultants and managers; and to▪ Actively seek, and participate in professional development
<i>Required experience:</i>	<ul style="list-style-type: none">• Extensive experience and knowledge of the UK Local Government environment in at least one of our value proposition areas• Proven track record of developing new consulting business and winning market credibility based on specialist expertise
<i>Skills:</i>	<ul style="list-style-type: none">• Ability to work collaboratively with clients and colleagues• Strong analytical capability• Outstanding oral and written presentation skills• Advanced Word, Excel and PowerPoint capability

iMPOWER Consulting Ltd is committed to equal opportunities in employment in which individuals are selected, promoted and otherwise treated on the basis of their relevant merits and abilities and are given equal opportunities within the Company. No employee should receive less favourable





treatment on the grounds of gender, race, sexuality, religious beliefs, disability or on any other grounds not relevant to good employment practice.

