

Principal Consultant (Consulting)



Channel 3
CONSULTING



JOB SPECIFICS

LOCATION

London

TYPE

Permanent / Full Time

SALARY

Up to £120,000.00 OTE pa

BENEFITS

25 days holiday + Bank Holiday
Health Insurance and associated discounts
Life Insurance
Childcare Vouchers
Company Laptop & Mobile phone
Flexible Working
Volunteering Days off

THE ROLE - Principal Consultant (Consulting)

As a senior member of the team, you will be responsible for leading delivery engagements for new and existing clients. You will be an expert in your field, and will have a strong track record of delivering business transformations.

Key Responsibilities

- Develop, maintain and manage key client relationships
- Provide thought leadership in addressing clients business challenges
- Plan, prepare and facilitate high quality, interactive client meetings and workshops e.g. to elicit requirements, analyse strategic options and prioritise project objectives
- Author of key project documentation including:
 - I. Strategies, reviews and reports that provide analysis of key issues and reasoned recommendations
 - II. Business Cases following the 'green book' 5 case model that support client needs and requirement
- Assure the quality and strategic relevance of all project deliverables
- Mentor, develop, and motivate other Channel 3 Consulting team members
- Identify of opportunities and contribute to selling of additional work to new and existing clients

EXPERIENCE AND ATTRIBUTES

You will have...

- Experience in senior consulting roles with in-depth knowledge and understanding of the UK healthcare and life science market including the NHS, its services, environment and current issues, and preferably with experience of social care, local authorities and other public and 3rd sector bodies
- Experience building deep client relationships and identifying client's priority needs for service and support
- Demonstrable quantitative and qualitative analysis and presentation skills
- Proven ability to identify and pursue business development opportunities
- Ability to establish immediate credibility among peers, a professional who is respected for their intelligence and subject matter expertise
- Ability to manage teams of consultants and work with cross functional and client facing teams
- A sound knowledge of stakeholder engagement techniques and their application
- Knowledge of process flows, systems and procedures within a variety of health, social care and regional cross organisational collaboration and care settings
- Excellent verbal and written communication and presentation skills
- Ability to relate to and build rapport with operational and clinical staff at all levels and from a wide range of backgrounds
- Degree level education in a business, science, technology, health or related field and preferably post graduate study along with evidence of continual professional development

WHAT DOES WORKING FOR CHANNEL 3 MEAN TO YOU?

We understand the importance of employee wellbeing, promoting a positive life balance and offering employee benefits which support this ethos.

Our employee packages do not rely on only financial rewards. It includes opportunities to advance and learn alongside accomplished and remarkably knowledgeable business leaders with flexible working arrangements whether you are a parent, student, pet owner or have a busy life.

At Channel 3, you will be part of our talented team with a reputation for setting new standards in everything we do. You will have amazing opportunities to grow not only as a professional but also as an individual, building your industry knowledge and reputation along the way.

We are known for our relentless drive, optimism and the great care we take with clients and employees alike.

Are you ready to join an organisation that will encourage you to think outside of your existing capabilities?

If this sounds like you, send your CV to talent@channel3group.co.uk or contact us for more information on + 44 (0) 20386 64800.



ABOUT US

Channel 3 Consulting is a leading digital healthcare consultancy. We specialise in enabling organisations in the health, public and third sectors to maximise the benefits of digital transformation, enhance services and improve efficiency.

Our highly skilled team provides advisory, programme delivery and talent management services across the UK. This includes assessments and advice across infrastructure, clinical systems, information management, integration and digital adoption.

Recognised in 2016 in The Sunday Times “Fast Track” – UK’s fastest growing companies to watch, Channel 3 continues to expand, and is currently engaged with over 50 organisations, supporting strategic health and local authority informatics programmes in excess of £500m in value.

Thanks to the high caliber of our team, we have developed a strong reputation for providing expert, high quality services and actionable advice which delivers the right outcomes.

This is an exciting time as we are growing and enhancing our team in response to our continued success and the market’s demand for our services.

