

Consulting Partner



**Channel 3**  
CONSULTING



# JOB SPECIFICS

## LOCATION

United Kingdom

## TYPE

Permanent / Full Time

## SALARY

Basic £90,000 p/a

OTE £200,000 p/a

## 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 – Consulting Partner

As an executive member of the team, you will be a practice leader and work directly with clients, key decision makers and business leaders within the NHS, Healthcare and Public Sector. You will be responsible for commercial partnerships; setting and driving strategic direction by assessing, planning and delivering organisational and operational change.

## Key Responsibilities

- Focus on business development, managing key client relationships and building networks
- Develop a deep understanding of a client's business challenges, and provide thought leadership in addressing these issues
- Work proactively to bring the best of Channel 3 Consulting's expertise to our clients
- Position health, social care, region wide public-sector initiatives and industry insights as they pertain to client needs and requirements
- Mentor, develop, and motivate team of consultants
- Identify of opportunities and contribute to selling of additional work to new and existing clients
- Have commercial and financial responsibility

# EXPERIENCE AND ATTRIBUTES

## You will have..

- A passion and detailed knowledge of the UK Public Sector and/or healthcare systems
- Experience building deep client relationships and identifying client's priority needs for service and support
- Demonstrable ability to research and analyse client, industry and technical matters
- 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
- Exceptional oral and written communication skills, quantitative and qualitative analysis and presentational expertise
- Team building and leadership capabilities with exceptional people management skills
- 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
- Comfortable and effective working with wide groups of stakeholders, from C-suite to functional heads to operational staff, developing strong stakeholder relationships

# 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.

Joining Channel 3 Consulting puts you at the forefront of helping the NHS and other healthcare organisations to develop strategic landscape and take the right operational decisions in the key area of digitisation.

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

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](mailto: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 for us as we are growing and enhancing our team in response to our continued success and the market’s demand for our services.

