



POSITION DESCRIPTION

SENIOR (LEAD) CONSULTANT

(The Faculty Management Consultants)

This is an exceptional role for an outstanding strategic procurement leader with consulting experience or an outstanding consultant with procurement expertise to work in a highly respected strategic procurement consulting firm. Senior Consultant positions are core, client facing leadership roles that contribute directly to project management and delivery excellence for consulting, training and network projects.

THE COMPANY

The Faculty is a management consultancy with a special focus on optimising procurement strategy, processes and people for leading organisations. We provide consulting services, training and facilitate professional and personal development for clients through our highly regarded networking products.

We know and understand the full scope of procurement because it is our specialisation.

We are not theorists. We are practical and pragmatic realists, committed to delivering innovative, actionable and manageable solutions which produce results. We also know that the best way to achieve results, is by immersing ourselves in our clients' business and working alongside them as part of the team.

The Faculty consists of highly talented business and procurement professionals with global experience and blue chip company pedigrees. We offer a positive, energetic work environment with an emphasis on flexibility. We appreciate the creativity and talent of our team and strive to provide ongoing enrichment opportunities.

Our consulting professionals work with clients on opportunities across the full spectrum of procurement discipline. We help organisations identify, initiate and/or enhance activities that generate measurable value and help them stop doing things that are value destroying.

Our clients include an outstanding cross-section of global and regional industry leaders and government organisations. We are proud to have many long term clients who count on us to challenge their thinking and help enhance their performance.

From full end-to-end transformation to targeted improvement initiatives, we deliver differentiating process design and deployment solutions. Real success to us is the knowledge that the desired changes are truly embedded.

THE POSITION

Senior Consultants with The Faculty are responsible for the development and delivery of thought leadership and creative procurement solutions that relate to specific client needs or are for the purpose of enhancing the profession for a broader group of clients. The successful candidate will report to a Principal Consultant and work closely with clients and members of The Faculty staff.

The ongoing core accountabilities of the Senior Consultant are:

- Lead projects and, as required, provide work direction for less senior consultants
- Work with clients to understand their needs and identify opportunities for value creation
- Develop business proposals and client presentations
- Pro-actively seek and help secure new business through ongoing client relationships and through building and maintaining professional networks
- Develop strategy, plans, organisation and/or process design, and effective deployment solutions (communications, KPI development, education, training, etc.) to ensure achievement of agreed outcomes for clients.
- Embed thought leadership as a discipline to consolidate The Faculty's unique value proposition
- Development of procurement related research and benchmarking that enhances The Faculty's competitive advantage and professional reputation
- Effectively manage client relationships so The Faculty is viewed as a preferred provider of strategic procurement consulting, training & networking services.
- Demonstrate leadership in collaborating and cooperating with other members of The Faculty team to ensure consistent delivery of high quality work
- Achievement of internal KPIs for business development, revenue delivery and client satisfaction
- Ensure process discipline requirements are met as related to client information, knowledge management and other areas as communicated by management
- Consistently demonstrate alignment with The Faculty's values

THE IDEAL CANDIDATE

The ideal candidate will be a senior member of the procurement profession employed in a major corporation or in a leading consulting firm. Our preference is that he or she will have experience across functions and industries.

KEY COMPETENCIES

The ideal candidate will have an outstanding track record demonstrating several key competencies.

Professional competence as demonstrated by:

- Strong influencing and leadership skills reflected by the ability to work effectively across a variety of clients showing a proactive approach to building client satisfaction and strong relationships
- Strong project management skills and ability to manage two or more projects simultaneously
- Thought leadership in the areas of procurement strategy, operations, processes & systems and talent management
- Demonstrated ability to sell and positively impact revenue growth
- Strong commercial acumen
- Demonstrated high level analytical & problem solving skills including the ability to analyse complex sets of data and develop compelling business cases
- Highly developed verbal and written communication skills, including capability to develop and deliver high quality public presentations
- Demonstrated delivery excellence (performance to goals/KPIs)
- Ability to effectively manage complex relationships

Personal competencies as demonstrated by:

- Presence and self-confidence.
- A communication style which positively impacts.
- Demonstrated leadership skills and the ability to teach others
- A demonstrated passion for the job and stamina to keep working at a high pace.
- Flexibility & resilience
- Ability and willingness to challenge constructively and effectively.
- Unquestioned integrity.

EDUCATION & EXPERIENCE

- The ideal candidate will be a member of the procurement profession employed in a progressive corporation / organisation or a leading consulting firm. Our preference is that he or she will have experience across functions, industries and/or geographies.
- Degree required, MBA preferred (relevant experience will be considered)
- 6 - 10 years procurement and/or consulting experience (combination preferred)

LOCATION

Melbourne or Sydney Australia. The position will involve frequent domestic and occasional international travel and requires the selected candidate to work independently.