

Principal Consultant

The Sport, Leisure and Culture Consultancy Ltd

Haywards Heath, West Sussex / Flexible

Salary - £35k - £50k Plus 5% Pension Contribution (after 3 months) and company bonus scheme, 25 days paid leave plus bank holidays

(Full Time)

Closing date: 31 March 2019

Introduction

As part of The Sport, Leisure and Culture Consultancy's (SLC's) plan for growth, we're looking to further develop our Consulting team. Our vision is:

'Communities leading active and healthy lives through sustainable facilities, services and partnerships.'

To achieve this, we need to bring some more exceptional people on board, who can help shape the future development of the company.

This role will play a key research and support function to the consulting team and play a key role in delivering our projects including:

- Sport and Physical Activity Strategies
- Leisure Investment Strategies
- Feasibility Studies
- Masterplanning Support
- Management Options Appraisals
- Leisure management partnering and procurement
- Business cases.

You will be working with councils in major cities and towns across the UK along with national agencies.

This role provides an ideal opportunity for an experienced sport and leisure consultant to take the next step in their career by joining the sector's leading consultancy firm. It also provides an opportunity for senior sport, leisure and physical activity professionals looking to develop a new career in consultancy within a high performing team.

Working alongside the SLC team, we'll help you play to your strengths and support you developing new skills and competencies to support your ongoing development.

Job Description

You will be responsible for leading and supporting a wide range of projects focused around developing sport, physical activity and leisure strategies, feasibility studies, options appraisals and leisure partnering and procurements. (90%)

You will also be expected to secure new work through focused business development activity, responding to tenders and through developing your own network. (10%.)

Key Responsibilities

- Leading, supporting and project managing a range of consultancy projects
- Writing reports, developing business plans and leading and co-ordinating bids for new consultancy projects
- Developing project leads and securing new consultancy projects
- Developing effective methodologies to deliver high quality outcomes for clients, building on SLC's intellectual property
- Supporting clients to understand and use Sport England's new Strategic Outcomes Planning Guidance and Leisure Services Delivery Guidance
- Establishing and maintaining a strong network of contacts
- Ensuring that all business activity is compliant with SLC's commitment to ISO 9001:2015
- Ensuring projects are delivered on time and on budget to the client's complete satisfaction.

Essential Requirements

- Educated to Degree level
- The ability to qualify a sales opportunity, bid direct / manage, write a full proposal and convert a project up to the value of £40k
- Confident in being the lead contact with the client and ensuring their complete satisfaction either in a project director or project management role
- Ability to plan the appropriate resources across a project to ensure effective delivery of the client's requirements
- Actively demonstrates a commitment to quality through all aspects of work and deliverables to clients
- Takes responsibility for the motivation and engagement of others both across project and client teams
- Advanced board level facilitation skills
- Strong interpersonal skills with the ability to recognise the differing needs of individuals and adapting own style to gain the best out of every situation
- The ability to maintain consistently effective performance in a pressurised or fast changing environment
- Demonstrates more advanced commercial skills in costing projects
- Requires focused input only from a Director in the production of proposals, presentations and reports
- Proactive and opportunistic in developing leads and sales opportunities
- Deep experience of the following: local authority leisure provision, procurement, options appraisals and business cases

- Experience as a consultant with a strong track record of successful assignments
- Advanced knowledge of Microsoft Office in particular, Word, Excel, and Powerpoint.

Desirable Criteria

- Educated to Masters level or equivalent
- Membership of relevant Professional Body - e.g. CIMSPA
- The ability to work individually or remotely as required
- High quality presentation skills
- Sound judgement with the ability to identify opportunities to provide clients with additional services
- Experience of facility planning, design and development
- Experience of Sport England's ANOG
- Experience of Sport England's planning toolkit - e.g. Facilities Planning Model, Sports Facilities Calculator, Active Lives, Active Places Power etc.
- Experience of Sport England's Strategic Outcomes Guidance / Leisure Services Delivery Guidance (Leisure Procurement Toolkit)
- A respected leader with the ability to galvanise others to action
- The ability to articulate a proposition in a way that builds commitment and understanding within the team and with clients
- Able to utilise experience and interpersonal skills to influence clients' thinking and engage commitment to defining client requirements and outcomes
- Deep experience of the following: sport and physical activity strategies, feasibility studies, managing relationships with trusts, financial modelling, planning developments, leisure investment strategies, client monitoring and support.

Technical Requirements

- You will be required to have a valid driving licence and access to a vehicle for business purposes at all times
- You will be required to work in flexible locations and from home if not based within commuting distance from Haywards Heath, West Sussex.

Organisation fit:

- Confident and engaging communicator
- Clarity of thought with an inclusive style of working with and alongside others
- A demonstrated commitment to personal and professional development
- Personally vouches for all we deliver to clients
- A commitment to buy into and drive the business to achieve the aims
- Self-motivated with commitment to quality.

SLC is an equal opportunities employer.

Apply now:

Write us a compelling 'why me' letter and attach your CV to info@slc.uk.com