

Position:	Head of Consultancy
Line Manager:	Commercial Director
Relationships (not exhaustive):	Board Field Team Administration Team Clients Suppliers & Contractors Outsourced service providers – Accountants etc. Line Management responsibility for consultancy team
Location	Home Based, but the role includes UK wide travel and beyond.
<p>General Responsibilities: To lead, develop and grow the consultancy activities of A.C.T.</p> <p>Main Responsibilities: The main responsibilities of the role include:</p> <ul style="list-style-type: none"> ○ To have full profit and loss responsibility for the performance of the consultancy division ○ To champion, manage and support the growth of the Consultancy activity within the business. ○ To identify and acquire new business opportunities, these can be contract extensions, new clients, new services offerings and new sectors. ○ Effectively delegate projects and tasks to members of the consultancy team and monitor delivery using the WeTrack System ○ Conduct various assessments at multiple stages through a project and plan, measure and oversee projects from concept to completion. ○ Review the performance of individual consultants from technical, compliance and commercial perspective ○ Review the commercial arrangements with consultancy clients for profitability and compliance ○ Devise cost effective plans for clients and manage the efficiency of the field team to realise such plans. 	

- When required report to the Board the consultancy divisions commercial performance in respect of the required KPI's and areas of threat / weakness / opportunity / new growth.
- Work with relevant external bodies and enforcement agencies on behalf of clients as and when required.
- Deliver consultancy services directly to clients
- Mentoring and providing advice for consultancy team members.
- To support allocation of resource within the business.
- Ensure that the quality of output of the consultancy team is effectively managed and monitored

Requirements:

- Level 6 qualification or above in a safety related topic.
- Minimum five years post qualification practising experience.
- Chartered membership of IOSH or above.
- Evidencable experience of managing clients, field teams and associated P&L activities.
- Ability to problem solve, work independently and provide companywide solutions.
- Ability to develop, manage and deliver a successful commercial model with direct accountability for P&L performance.