



Principal Consultant

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1 Summary

Job Title	Principal Consultant
Salary	£60,000 - £80,000 Dependent on experience
Location	Bournemouth or Farnborough, UK

2 About Us

Think Research is a global Air Traffic Management and Airports consultancy headquartered in Bournemouth, a second office in Farnborough and with subsidiary in the Middle East. We specialise in improving our client's operational performance and in conducting regulatory, strategy and policy analysis. In the 19 years since the company started, we have worked with over 70 clients from 33 countries across 5 continents.

We are a growing consultancy with ambitious growth plans. We are achieving this growth through:

- High client retention
- High staff retention
- Exceptional track record of delivery

The input of our staff into the company, its direction and its growth are key to us and we offer:

- Competitive rates of pay
- Above average pension scheme
- 36 days holiday (inclusive of UK Bank Holidays)
- Tailored career development and performance reviews
- Targeted training and continuous coaching
- Generous Maternity & Paternity pay
- Company Sick Pay scheme
- Flexible working options available
- Worldwide travel opportunities

We are now looking for experienced candidates to support the growth of our team. As a Principal Consultant with us you will be involved in a variety of interesting projects for clients around the world, be expected to build and manage client relationships and maintain the standards that we expect on each assignment.

3 Suggested Profile

We appreciate that good people come from different backgrounds. For that reason, this job is more about the right person over an exact profile match. We therefore have some flexibility in our requirements and "ideal" candidate.

Candidates for this position should already have established themselves as capable consultants within the air traffic, airport, aviation or transport markets. You should have a numerate degree (e.g. engineering/science preferred) and at least 10 years' work experience with an established consultancy.

You will already have developed significant experience in various aspects of the industry from policy or regulations through technology and operations, as well as having an excellent understanding of how airports, Air Traffic Management, UAS and airlines operate and plan for the future.

Our projects cover a variety of areas such as safety management, investment appraisal, airspace & airport capacity, environmental matters, data analytics, performance assessment and aviation regulations. Experience in any of these areas would be considered particularly advantageous.

You will be capable of applying your technical and operational understanding to offer valuable insight to real world problems. You will be able to deal with a synthesis of technical and operational issues across a broad range of areas, finding answers which are not readily deducible by others.

You should be comfortable managing large and complex projects and leading multi-disciplinary teams. Your leadership will set examples to more junior staff and you will be expected to mentor, grow and develop staff. You will be accountable for key areas of the company portfolio, reporting to the Board of Directors on key areas of company operations.

You will be comfortable owning technical and operational capabilities within the company, setting strategy for those capabilities, and understanding how to leverage them in the commercial ATM and airport market. You will be expected to contribute to research, development and innovation initiatives both within the company and within wider industry through working groups and technical bodies.

As a Principal Consultant you will be expected to contribute towards the growth of the company through prospecting, bidding and winning new consultancy projects. You should possess excellent consultancy skills, be comfortable dealing with commercial and entrepreneurial matters, with an aptitude for relationship building. You will have demonstrable experience in identifying opportunities, managing them through the pipeline and experience of writing winning bids is essential. You will actively contribute to the company strategy for expanding into new business areas, responsible and accountable for key clients or for market/sector area revenue streams.

You will have excellent written and verbal skills, capable of writing high quality reports and giving engaging presentations for decision makers.

Most importantly you will be an ambitious, flexible and above all personable candidate able to communicate confidently, adapt quickly and act on your own initiative.

We're not a big, process heavy bureaucracy so if you are looking for a well-worn, fully mapped out career route we are likely not for you. If on the other hand you like challenge, working on the edge of your comfort zone and the diversity of opportunity that comes from being part of a growing SME then we can give you a fantastic environment in which to turbo-charge your career.

4 How to Apply

To apply for this position please send a cover letter expressing your reason for applying for the role and your CV to jobs@think.aero. Please also include the title of the position you are applying for within the email subject line.

We would expect candidates who are selected for interview to prepare and deliver a presentation on a topic of our choosing. We would expect new recruits to be able to be based at one of our UK offices.

PLEASE NOTE

We will only accept and process applications from UK nationals and EU citizens with settled or pre-settled status. We cannot accept or process applications from anyone requiring a Visa or anyone holding a Graduate Visa. Applications which do not meet this requirement will be deleted without processing.