



Think

Principal consultant

Version 1.0

1 Summary

Job title: Principal consultant.
Salary: £70,000 – £90,000 plus benefits.
Location: Bournemouth or Farnborough.

2 About Us

Think Research is a global aviation consultancy headquartered in Bournemouth, with a second office in Farnborough and a subsidiary in the Middle East. We specialise in improving our client's operational performance and in conducting regulatory, strategy and policy analysis. In the 20 years since the company started, we have worked with over 80 clients from 40 countries across 6 continents.

We are a growing consultancy with ambitious growth plans. We have achieved strong 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).
- Graduate scheme.
- Tailored career development.
- Targeted training and continuous coaching.
- Generous maternity & paternity pay.
- Company sick pay scheme.
- Paid charity leave.
- Flexible working hours.
- Worldwide travel opportunities.

We are now looking for experienced, world class aviation consultants to support the growth of our team. As a principal consultant with us you will lead a variety of interesting projects for clients around the world, be expected to build and manage high value client relationships and maintain the standards that we expect on each assignment.

3 Role profile

To accommodate growth within the company we require principal consultants who are able to manage large scale, high profile projects and act as key client relationship holder across our project portfolio. Principal consultants will support account directors, acting as a key resource in delivery as well as having relationship management, business development and sales responsibilities.

All consultants are expected to:

- Contribute to our project portfolio across all business areas.
- Show willingness to take on responsibility and client facing tasks from day one, with support from other members of the Think team.
- Work with company leadership to identify an accelerated career development plan.
- Commit to the Think culture, values and standards.

Ideally you will have a minimum of 10 years of experience in a consultancy role and are familiar with what it takes to be a successful consultant.

4 Required Competencies

Our consultants come from a wide range of backgrounds. At principal level you already have considerable consultancy experience and strong relationships within the aviation sector. You consider yourself a leader and a role model for more junior consultants.

To be a successful principal consultant you should already meet the following key competencies:

Problem solving

- Able to define the problem to be solved from an abstract description of the circumstances, e.g. situation – complication – resolution.

Communications

- Leads the discussion.
- Communicates effectively to diverse audiences in multiple media.
- Provides guidance on style and content.

People skills

- Has highly accomplished people skills and is a publicly recognised industry leader who can open new market segments and clients.

Time management

- Excels at and is an exemplar for time management in a complex multi-activity environment.

Consultancy skills

- Is an expert in a range of consultancy tools and guides others their use.
- Is an expert in several areas coupled with broad industry knowledge.

Learning and developing

- Is an acknowledged subject matter expert in several functional or market areas.
- Transfers knowledge and experience to develop other staff.

5 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 our offices in Bournemouth or Farnborough.

PLEASE NOTE

Since Brexit changed our ability to freely recruit applicants from anywhere in the EU we can 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.

Think



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