



Think

Senior consultant

Version 1.0

1 Summary

Job title: Senior consultant.
Salary: £50,000 – £65,000 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 candidates from all backgrounds to support the growth of our team. As a senior consultant with us you will lead 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 Role profile

To accommodate growth within the company we require senior consultants who are able to manage projects and act as client relationship holder across our project portfolio. Senior consultants will be guided by project directors and account directors 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 senior staff, coaches and mentors to identify an accelerated career development plan.
- Commit to the Think culture, values and standards.

Ideally you will have a minimum of 5 years of experience in a consultancy role and are familiar with what it takes to be a successful consultant.

We do not require our senior consultants to have a prior knowledge of airport operations and air traffic although it is advantageous. Our belief is that a good consultant from any background should have the ability and transferable skills to be learn and succeed in an aviation consultancy.

4 Required Competencies

Being a consultant at Think is not about having a particular degree or a prior interest in aviation. Our consultants come from a wide range of backgrounds. We favour strong consultancy skills over sector specific knowledge. We are interested in how you think, how you solve problems and how you communicate your thoughts to others.

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

Problem solving

- Ability to break down a problem into manageable chunks.
- Can select the best tools and techniques to answer the questions being asked.

Communications

- Capable of clearly structuring and summarising discussions and deliverables, tailoring them to diverse audiences, selecting the best medium.

People skills

- Is a recognised team leader, adept at managing, guiding and mentoring team members
- Has, or can develop, a wide-ranging network of contacts across the industry that generate opportunities and enhances credibility.

Time management

- Plans, sets and balances multiple deadlines and resources for projects and proposals.
- Ensures delivery on time and within allocated resources.

Consultancy skills

- Understands the breadth of consultancy tools available and ensures that they are deployed appropriately to project needs.

Learning and developing

- Takes the initiative to broaden expertise across to become a T-shaped consultant.
- Develops deep expertise in multiple areas

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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