## Job Specification: Senior/ Principal Consultant

### EKOS

EKOS was formed in 1993 and is one of the UK’s leading independent consultancy practices specialising in economic and social research. Based in Glasgow, we work for clients across the UK ranging from national government to small community run organisations and much in between. We have expertise across a wide range of economic and social development issues, including place development and regeneration, skills, culture and sport and leisure, business and innovation and regional policy.

Our multidisciplinary team brings diverse skills, experience, and knowledge from different backgrounds, including academia, economic development agencies, community organisations and the private sector.

### Job Title

Senior Consultant/ Principal Consultant

### Reporting to

Director / Manging Director

### Purpose of the Role

To develop the business by securing and delivering consultancy contracts in line with priorities of the company.

### Main Duties

* Designing and preparing proposals and bids to secure new consultancy contracts.
* Designing research and consultancy assignments, including identifying the specific tasks required to address client needs.
* Project managing consultancy assignments and teams, ensuring that delivery is on time, on budget and to the expected quality standards.
* Taking a lead role in managing a wide variety of research tasks, analysing quantitative and qualitative data and writing high quality consultancy reports.
* Engaging with clients and other relevant parties at senior levels.
* Developing and maintaining positive client relationships and enhancing the company reputation.
* Contributing to the strategic direction of the organisation.
* Where required providing line management and/ or mentoring support to more junior colleagues.
* Occasional travel within the UK.

### Person Specification

We expect our Senior and Principal Consultants to have the following:

* A first degree in Economics or other Social Science subject.
* At least 7 years professional experience in relevant roles.
* An aptitude for research and a commitment to rigorous research practice.
* Attention to detail.
* Excellent oral and written communication skills.
* A willingness to work as part of a team.
* Ability to engage at senior levels within client organisations.
* Ability to work under pressure to sometimes tight deadlines.
* Strong organisational skills, able to manage competing priorities and deadlines.
* A willingness to learn and engage in ongoing personal development.
* Ambition to progress in their career.

We also expect that our Senior / Principal Consultants will be capable of developing a strong reputation in their field, and taking responsibility for aspects of the company’s business such as sectoral, thematic, or technical areas of activity.