



Job Title: Senior Consultant (LNG)

Reporting Lines: Reporting to LNG Manager

Purpose of Role: Lead the delivery of major (£250k+) consulting projects; demonstrate subject matter leadership in LNG, consulting processes and methods

Key Performance Indicators & Role Description

Project management

- Manage the delivery of £100k - £500k value projects to budget, quality and timeline
- Demonstrate excellence in consulting process planning and delivery that is truly client focussed
- Motivate, develop and challenge project teams to improve their technical ability, consulting competencies and personal growth agendas
- Adhere to and improve management reporting processes

Project Delivery

- Achieve recognition from clients for achieving high levels of satisfaction through provision of service beyond expectations
- Demonstrate the ability to look at multiple dimensions of a problem and come up with creative solutions
- Analyse problems, trends and issues, draw logical conclusions and translate into sound facts and conclusions
- Demonstrate LNG industry knowledge and general business and organisational issues faced by clients
- Responsible for ensuring project teams deliver high quality analytical work that addresses client needs
- Take responsibility for and lead on the content of assignments and sections of major projects

Origination and Sales

- Develop responsibility for major accounts, business development and revenue management for £1M revenue
- Identify and quantify the client benefits required of the project
- Lead the origination of medium sized engagements
- Support the Cluster and key account managers in the origination of large projects
- Lead the scoping of projects and manage the full project life cycle
- Proactively develop new business opportunities

People and Teams

- Take management responsibility for at least one analyst
- Demonstrate project and team leadership, coaching and the other forms of support for colleagues
- Proactively manage personal and colleague's development

LNG offerings, development and knowledge management

- Develop and refine LNG tools / methodologies
- Work with management to develop and promote go-to market business development activities

Wider Business Management

- Take responsibility for and deliver individual and team revenue targets
- Work with other parts of the GS business (Training, Information Services, Marketing) to develop products, enhance GS market presence and thought leadership
- Proactively lead and support internal management processes
- Support the development and delivery of key accounts

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**Essential requirements and experience:**

- ✧ Demonstrate curiosity and pro-active personal development
- ✧ Have at least 3 years relevant consulting and or energy industry experience
- ✧ Have experience of effective business development and be comfortable dealing with senior management of client companies.
- ✧ Have a proven track record in leading teams to deliver solutions that are of high business value
- ✧ Have an interest and affinity for the gas and LNG industry that is consistent with Gas Strategies Group's positioning as a key provider of professional services at the heart of the industry
- ✧ Strong inter-personal skills
- ✧ Able to manage diversity and allow colleagues freedom of expression and the room to develop while getting results
- ✧ Fit easily into a company that is growing fast, changing as it does while retaining its 'small team feel'. Gas Strategies is looking for people who can fit into or adapt to the qualities and attitudes that contribute to its relaxed but focused culture.
- ✧ Be capable of giving detailed presentations (with or without PowerPoint!)
- ✧ Be prepared to travel as required.

Desirable requirements:

- ✧ Existing strong contacts/relationships within energy markets
- ✧ Foreign language skills a real asset

Personal Attributes:

- ✧ Good leadership and management skills
- ✧ Confident and stable attitude at all times
- ✧ Strong planning, organisational and time management skills
- ✧ Clear attention to detail and quality
- ✧ Highly developed communications skills
- ✧ Strong teamwork ethic
- ✧ Ability to build profitable lasting relationships with clients
- ✧ Creative problem solving ability

Salary Range

- ✧ Salary commensurate with experience and position level
- ✧ 25 working days holiday per year
- ✧ Pension contributions
- ✧ Medical insurance
- ✧ Life assurance
- ✧ Competitive performance bonus scheme

Location

- ✧ Central London

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