

## Principal – Role Description

<b>Role:</b>	Principal
<b>Reporting to:</b>	Managing Director
<b>Objective of the role:</b>	<p>To play a key role in the growth and ongoing success of SPACE GLOBAL STRATEGY, initially by successfully managing and delivering client projects and medium- to longer-term through the successful management of a dedicated client portfolio: independent management of teams and projects, growing revenue from existing clients and developing new clients.</p> <p>To work closely with the Managing Director to drive and further develop our growth-driven, entrepreneurial culture and help develop our talent.</p>
<p><b>Responsibilities:</b></p> <p><b><u>Delivering Client Projects</u></b></p> <ul style="list-style-type: none"> <li>• Manage and deliver strategy and research projects for corporate and investor clients, both in the UK and internationally: <ul style="list-style-type: none"> <li>○ Independently manage all stages of the full project lifecycle from project plan through to managing and conducting research and presenting the final insights</li> <li>○ Formulate conclusions and present the findings</li> <li>○ Provide leadership and support to other consultants and analysts within the project team</li> <li>○ Provide high-quality strategic advice</li> <li>○ Train team members in quantitative and qualitative research methods and analytics</li> </ul> </li> </ul> <p><b><u>Growing the Business</u></b></p> <ul style="list-style-type: none"> <li>• Become a key member of a fast growing, ambitious strategy consultancy</li> <li>• Actively drive sales activities</li> <li>• Create, own and develop a specific client portfolio</li> <li>• Develop others within the team – training and mentoring Associates/Junior Consultants, sharing expertise and experience, and providing constructive feedback to colleagues</li> <li>• Contribute to maintaining and building the internal culture of SPACE GLOBAL STRATEGY by modelling best practice and a collaborative style of working</li> <li>• Contribute ideas and practical support to projects that drive internal improvement</li> </ul>	
<b>Location:</b>	London (Holborn) office with flexibility to travel as required