

Managing Consultant – London / Oxford

[2degrees](#) is a peer to peer service for sustainable business with a thriving community of practice of 8,000 members from both public sector and private sector organisations. It works in close collaboration with its members to help them find the answers to critical sustainability challenges and drive forward their sustainable business strategies – both on its online interactive platform, and offline through its consultancy work and events. Supported by our world leading web 2.0 collaboration platform, we help leading-edge companies to grow their businesses sustainably and accelerate the development and implementation of environmental strategies through the expertise of our people and the many thousand members of the 2degrees platform.

We are now looking to recruit a new Managing Consultant to run and grow 2degrees Solutions, reporting to the 2degrees Solutions Director.

2degrees Solutions is building a new, more effective way of consulting. We provide practical solutions to companies with an ambition for sustainable business. There are broadly three steps to our approach:

1. Set an inspiring sustainable business **challenge**
2. Form the best possible team and **collaborate** to solve it
3. Facilitate the **solution**

Our membership of over 6,000 organisations gives us a unique ability to rapidly generate insight around client issues, and to quickly and cheaply develop robust client strategies that have been tried and tested with all the relevant experts. Also the 2degrees web2.0 platform allows us to efficiently facilitate collaboration within and between businesses all over the globe.

2degrees Solutions is in its first year, has grown significantly in the UK and internationally, and has very ambitious growth targets for 2011

The new Managing Consultant will take ownership of designing and delivering client engagements to a very high quality standard; will manage proposals writing and the sales process; and will be responsible for developing and growing the service set of 2degrees Solutions

The role requires:

- Experience in managing consulting teams across multiple engagements
- A passion for sustainability and a deep understanding of how businesses generate shareholder value from sustainability
- An ability to design and develop new ways of delivering solutions to clients, that use our web2.0 platform and engage our expert community of practice

The ideal candidate will have:

- 5 to 10 years experience as a business strategy consultant, with a track record of managing teams across multiple client engagements
- Ability to think through a client's problems and build insight on how to generate shareholder value from sustainability
- Very strong written and verbal communications skills; and ability to build strong lasting relationships with senior client staff
- Working knowledge of a wide set of business consulting tools and methodologies
- Consulting sales experience

Specifically, the candidate will have the following responsibilities:

- Day to day client management
- Structuring of client engagements: project process and plan
- Creative solution development

- Presentation structuring
- Research and analysis guidance
- Running of client workshops
- Quality control on client deliverables
- Progress monitoring and invoicing of client engagements
- Management of proposal writing and sales meeting
- Consulting team recruitment and development
- Codification of 2degrees solutions products and services

The role will be based between 2degrees offices in Oxford and in London

The successful candidate will have a background in business consulting and, if not a track record of helping business become more sustainable, then at least a passion for working with business to solve some of the World's big sustainability issues.

One thing is certain: the successful candidate will be looking for challenge, excited by becoming part of a high growth and vibrant company and motivated by the opportunity to play a formative role in building on 2degrees success in the UK and help achieve our vision of building the world's leading community of practice and peer-to-peer service for sustainable business.

If you think you have the right skills and want to join this dynamic and fast growing company that is really changing the way organisations tackle the challenge of climate change, please apply by email to: allen.shaw@2degreesnetwork.com.

2degrees is an equal opportunities employer. We aim to ensure that no job applicant or employee receives less favourable treatment on the grounds of gender, marital status, race, colour, ethnic origin, sexual orientation, age or disability, and that all appointments are made purely on the basis of merit. A compensation package appropriate to experience and including an opportunity to share in the long-term success of the company will be available to the right candidate.