

Project / Engagement Manager (Experienced) Job Description

ABOUT PEARSON HAM

Pricing is a key pillar of business strategy; it can be the quickest way to create or destroy value and getting price strategy right is essential to the performance of any business. Pearson Ham is an award-winning management consultancy, made up of pricing enthusiasts that help our clients drive long term value and realise their commercial goals through better pricing.

Our specialism in pricing gives us a depth of knowledge that sets us apart from our industry peers. We utilise a wide range of different techniques; from pricing research to advanced analytical methods, qualitative interviews, and market intelligence. Pearson Ham leverages the diverse backgrounds of the team to produce robust results and actionable insights for our clients across a wide range of industries. We take the view that pricing is never a perfect science so we take a strongly collaborative style with our clients to blend their market experience with our analytics to guide their decision-making.

Pearson Ham is committed to personal and professional development. As a learning organisation, we enable you to explore your interests within pricing and develop into a specialist in the field. We frequently run internal training sessions and actively encourage sharing of knowledge and skills within the team. We also provide opportunities for external learning focused on your own personal development objectives. As you grow in expertise you will be called upon to disseminate your learning within the Pearson Ham community; our only requirement is that you have an inquisitive nature.

We also have an established Culture Club, tasked with ensuring that the office working culture works for everyone, both clients and employees. Their remit includes: acting on all staff feedback; investing in employee welfare; and organising team building and social events. As a team, we work hard to create a culture of excellence, quality and fun. Maintaining a good work life balance is important to us and while you should expect to be challenged in the office, you will be able to pursue your commitments outside of work.

If you thrive in dynamic and entrepreneurial environments there are few consulting firms like ours. You will gain skills in a growing consulting field, and be part of developing commercial strategies that will have real impacts on businesses all around the world. You will not only learn about pricing and consulting, but also participate in building a high-performance consultancy as we continue to grow, both in size and in capability.

THE ROLE / RESPONSIBILITIES

Delivery

- Lead the problem-solving process and day-to-day management of the engagement team, including scoping and defining issues, developing hypotheses, overseeing the team's analysis to validate hypotheses, designing analytical tools, formulating deliverables for clients
- Act as a trusted internal and external pricing expert, covering areas such as price strategy, product-price proposition design, competitor analysis, pricing architecture, and tactical elements of pricing such as price communication, discounting and promotions and organisational pricing capability
- Guide engagement team to create sophisticated, compelling communications that motivate clients to action and present at senior level
- Manage uncertainty: Guide the team through dynamic, fast-changing and information-sparse situations

Company Development

- Contribute to the development of innovative approaches, including differentiated points of view and methodologies
- Participate in growing Pearson Ham Consulting by supporting recruitment, training and cultural development activities
- Take responsibility for management of one or more major company development areas (e.g. Recruitment, IT, Culture, etc.)
- Mentor and coach junior staff within the project context to help them grow and perform at a level that will challenge them professionally
- Line management of up to 4 Analyst and Senior Consultant reports; manage their development plans and growth opportunities

Sales

- Account management: With the assistance of company leaders, manage client relationships to identify and progress sales opportunities
- Proposals: Support the Pearson Ham Consulting leadership team members in driving proposal development
- Network: Develop a professional network and maintain relationships with clients

EXPERIENCE

- At least 5 years' relevant experience in a data-driven strategy or commercial environment
- Undergraduate degree in a numerate subject from a leading university
- Strong core process skills, including: meeting and workshop development and management, deck writing, storyboarding, logical and structured reasoning, client interviewing, problem solving, data analysis, process design, and change management
- Excellent critical thinking and analytical skills
- Track record of successful project delivery; excellent organisational and time management skills; attention to detail
- Strong written and verbal communication skills, with particular focus on effective storytelling and logical presentation; Outstanding communicator able to share insights in a way that motivates clients to action; Strong presence with relationship-building and interpersonal skills
- Strong people leader, adept at managing team's work while developing colleagues' capabilities
- Advanced skills in PowerPoint, Excel and MS Access; SQL, statistical packages and Tableau an advantage
- Foreign language skills an advantage

PEARSON HAM VALUES

- Demonstrated affinity for Pearson Ham values: Caring, Expertise, Learning, Fun, Inquisitive, Quality, Dynamic, Integrity