

Principal Consultant

Reports To	Director of Consulting
Employment Type	FTE
Function	Consulting

Architecture is a critical strategic function, not an obscure technology discipline. But its practice is often viewed as complex and impenetrable.

By removing the noise, Konvergent reimagines Architecture consulting. Whatever the organisational challenge, we will help solve it – and then illuminate that solution with striking visuals that will make senior stakeholders sit up and take notice.

At Konvergent we focus on what’s best for our clients. We are a team of helpful, empathetic people who offer high EQ as well as IQ. And our advice has the objectivity that comes from having no vendor partnerships (nor any other downstream agenda).

Over the last 5 years we have grown and evolved to become a highly resilient business and an emerging challenger to the established big 4 consultancies. For us, the next 5 years is about building a business that becomes the reference point for Architecture services in the UK and we invite you to join them in its pioneering journey and ambitions.

We are driven to realise the full potential of Architecture, are you?

Key Responsibilities

- ▶ Reporting into our fantastic Director of Consulting you will be responsible for the execution of industry-leading client engagements, as well as managing the client relationship and delivery team prior, during and after the engagement where necessary.
- ▶ Become an SME in Konvergent’s consulting methodologies and deliverables across all domains; understanding how/where to modify and adapt these for new and existing client requirements.
- ▶ You will be confident leading a Konvergent project team (Architects, PM, Analysts & Design Team) to ensure projects are driven to successful conclusions, and on time.
- ▶ As Principal Consultant you will provide thought leadership and offer knowledge sharing across a range of domains; you will be expected to represent Konvergent at events and conferences, as well as producing case studies and papers for the business.
- ▶ Work closely with Director of Consulting and Head of Talent to help grow and mature the practice through hiring, mentoring and learning & development.



- ▶ You will proactively identify business development opportunities for Konvergent through your existing network, as well as new and existing Konvergent clients, to contribute to the Consulting function's revenue target.

Skills & Experience

- ▶ 15+ years' professional experience, with at least 5-10 years within a Tier 1 or equivalent boutique consultancy where you have acted as the primary delivery lead on multiple client engagements.
- ▶ You will be confident working with ambiguity and complexity (either on your own or in a team), whilst still delivering positive and successful outcomes for both our clients and Konvergent.
- ▶ In-depth experience across a number of domains including building capability planning, design thinking, strategy and Enterprise Architecture.
- ▶ Excellent project management skills are essential; you must be able to successfully understand our clients' requirements and to develop effective solutions whilst using Konvergent's knowledge and resources.
- ▶ You must demonstrate strong planning and organisational skills, including confidence and competence in your ability to prioritise certain tasks when under pressure to ensure successful completion of client projects.
- ▶ A successful Principal Consultant at Konvergent will demonstrate superb interpersonal skills and will look to build and continually develop successful relationships with their teams and clients in line with our culture and core values.
- ▶ You must possess a strong yet pragmatic commercial mindset, with the ability to negotiate desired outcomes with customers and stakeholders.

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How to apply:

We want to hear from you if you are the passionate and outcome-focused individual outlined above. Please send us your CV and cover letter to careers@konvergent.co.uk

Equal Opportunities

Konvergent is committed to encouraging diversity and inclusion as an employer and services provider. We aim to be truly representative of all sections of society and encourage an environment where everyone is respected and performing to the best of their ability. We do not and will not discriminate on the grounds of gender, marital status, race, ethnic origin, colour, nationality, national origin, disability, sexual orientation, religion or age.