



# Principal Consultant

*The Sport, Leisure and Culture Consultancy Ltd*

*Haywards Heath, West Sussex / Flexible*

*Competitive Salary, Pension and company bonus scheme*

*(Full or Part-Time)*

*Closing date: 31 March 2020*

## Introduction

As part of The Sport, Leisure and Culture Consultancy's (SLC's) plan for growth, we're looking to further develop our high performing Consulting team. Our vision is:

**'Communities leading active and healthy lives through sustainable facilities, services and partnerships.'**

To achieve this, we need to bring some more exceptional senior people on board, who can help shape the future development of the company.

This role will play a lead the delivery of projects including:

- Needs Assessments and Insight
- Strategic Outcomes Planning Guidance Diagnostics
- Sport and Physical Activity Strategies
- Leisure Investment Strategies
- Feasibility Studies
- Masterplanning Support
- Management Options Appraisals
- Leisure management partnering and procurement
- Business cases.

You will be working with councils in major cities and towns across the UK along with national agencies.

This role provides an ideal opportunity for an experienced professional with a strong track record in local government and / or leisure operations, business development and consulting to create a role for themselves that builds on their unique experience, capabilities and network.

Working alongside the SLC team, we'll help you play to your strengths and support you developing new skills and consulting competencies to support your ongoing development.



## **Job Description**

You will be responsible for leading and supporting a wide range of projects focused around developing sport, physical activity and leisure strategies, feasibility studies, options appraisals and leisure partnering and procurements. (90%)

You will also be expected to secure new work through focused business development activity, responding to tenders and through developing your own network. (10%.)

## **Key Responsibilities**

- Leading and project managing a range of consultancy projects that are delivered on time and on budget to the client's complete satisfaction.
- Writing reports, developing business plans and leading and co-ordinating bids for new consultancy projects
- Leading multidisciplinary teams internally and externally
- Developing effective methodologies to deliver high quality outcomes for clients, building on SLC's intellectual property
- Ensuring that all business activity is compliant with SLC's commitment to ISO 9001:2015

## **Essential Criteria**

- Educated to degree level or equivalent / evidence of Continued Professional Development
- The ability to work individually, as part of a team and / or remotely as required
- Deep experience of one or more of the following: sport and physical activity strategies, feasibility studies, managing relationships with trusts, financial modelling, planning developments, leisure investment strategies, leisure procurement, client-side monitoring and support
- Confident in being the lead contact with the client and ensuring their complete satisfaction
- Highly skilled at technical report writing in plain English
- Supporting clients to understand and use Sport England's new Strategic Outcomes Planning Guidance and Leisure Services Delivery Guidance (Procurement Toolkit)
- Ability to plan the appropriate resources from proposal stage right through to the effective delivery of a project
- Advanced knowledge of Microsoft Office in particular, Word, Excel, and Powerpoint
- Strong interpersonal skills with the ability to recognise the differing needs of individuals and adapting own style to gain the best out of every situation
- Requires focused input only from a Director in the production of proposals, presentations and reports

## **Desirable Criteria**

- Educated to Master's degree level or equivalent
- Experience as a consultant with a strong track record of successful assignments



- High quality presentation skills
- High quality facilitation skills
- Sound judgement with the ability to identify opportunities to provide clients with additional services
- The ability to qualify a sales opportunity, bid direct / manage, write a full proposal and convert into a project
- Experience of facility planning, design and development
- Experience of Sport England's Assessing Needs and Opportunities Guidance
- Experience of Sport England's planning toolkit – e.g. Facilities Planning Model, Sports Facilities Calculator, Active Lives, Active Places Power etc.
- Experience of Sport England's Strategic Outcomes Guidance / Leisure Services Delivery Guidance (Leisure Procurement Toolkit)
- A respected leader with the ability to galvanise others to action
- Able to utilise experience and interpersonal skills to influence clients' thinking and engage commitment to defining client requirements and outcomes
- Demonstrates more advanced commercial skills in costing projects

### **Technical Requirements**

- You will be required to have a valid driving licence and access to a vehicle for business purposes at all times
- You will be required to work in flexible locations and from home if not based within commuting distance from Haywards Heath, West Sussex.

### **Organisation fit:**

- Confident and engaging communicator
- Clarity of thought with an inclusive style of working with and alongside others
- A demonstrated commitment to personal and professional development
- Personally vouches for all we deliver to clients
- A commitment to buy into and drive the business to achieve our strategic objectives
- Self-motivated with commitment to quality.

SLC is an equal opportunities employer.

### **Apply now:**

Write us a compelling 'why me' letter and attach your CV to [info@slc.uk.com](mailto:info@slc.uk.com)