

Principle Consultant

Reports To	Director of Client Service Delivery
Employment Type	Full Time Permanent
Function	Enterprise Architecture

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, increasing the value and relevance of Architecture as a strategic enabler. 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).

We design digital business transformations and future-ready technology solutions, helping our clients to describe their future, design the change and guide the realization of their strategy through an innovative combination of Business Design, Architecture, and award-winning Visual Comms, underpinned by robust Delivery Management.

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 us on this pioneering and ambitious journey.

We are driven to realise the full potential of Business Design and Enterprise Architecture as critical enablers of transformation in the Digital age. Are you?

Key Responsibilities

- ▶ Reporting into the Director of Client Service Delivery, 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 cross-disciplinary Konvergent project team (including Human Centred Designers, Business, Data & Technical Architects, PM, Analysts & Visual Comms Designers) to deliver client outcomes.
- ▶ Ensure projects are driven to successful conclusions within agreed budget / margin targets, and on time, providing quality assurance of client deliverables.
- ▶ 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 Client Service Delivery and Head of Talent to help grow and mature the practice through hiring, mentoring and learning & development.
- ▶ You will support business development, and proactively identify business opportunities for Konvergent within existing clients, to contribute to your Practice'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.

