

SENIOR CONSULTANT

September 2014

ABOUT IRBARIS

Irbaris is a specialist strategy and sustainability consulting firm. We help our clients understand and respond to the commercial risks and opportunities created by environmental sustainability issues and emerging cleantech solutions. We help our clients create competitive strategies to create long term value as the global economy becomes resource-constrained and businesses move to more sustainable models.

Our team brings together highly-experienced professionals from business, consulting, government and legal backgrounds. The majority of our clients are major international companies (e.g. FTSE100 and Fortune 500), as well as governments, non-governmental organisations, and policy makers. We also work with some early-stage clean-technology companies. We work internationally, with clients and projects in Europe, Africa, the Americas, and parts of Asia. We have local partners to provide on-the-ground expertise, strengthening our ability to deliver value to our customers

We principally help our clients tackle issues across five key areas: Energy, carbon management and low carbon technologies; Climate change adaptation and resilience; Water and natural capital; Resource efficiency; and Food security. Much of our work focuses on the trade-offs and dependencies between these areas. We provide a range of services including risk assessment, quantitative modelling, scenario development, strategy development, performance improvement, implementation support and capacity building.

For more information, please refer to our website: www.irbaris.com.

CURRENT VACANCY

We are seeking a Senior Consultant with 5-10 years' experience to join our team in London on a full time basis, starting as soon as possible.

THE ROLE

The selected candidate will be expected to play a key role in generation and delivery of the work of the firm as well as contributing to its day-to-day management.

The role will include (but not be limited to):

- **Project delivery and project management.** This includes quantitative and qualitative analysis of data, synthesis of outputs, creating presentations, contributing to written reports and oral presentation of results. This includes managing project teams and their outputs and activities, as well as timeframes and client expectations.
- **Business development.** This includes developing proposals, leading sales meetings, and turning these into commercial opportunities. It involves taking responsibility for the firm's activity in an agreed sector including delivery of an effective business development strategy and creating new relationships.
- **Managing client relationships.** This includes managing ongoing relationships with past clients, and involves understanding client needs and their sectors.



- **Expertise and knowledge.** This includes bringing specific knowledge, and helping to strengthen Irbaris' intellectual capital and external credibility through delivering presentations and writing for publications or online content.

CANDIDATE PROFILE

The ideal candidate will have 5 - 10 years' experience, including work in a directly relevant field either in a leading consulting firm or in the private sector. However, outstanding candidates with relevant experience from other backgrounds as well as a strong appetite and ability to make the transition to a professional advisory role are also encouraged to apply. Candidates with experience in oil & gas, power and mining would be of particular interest.

The successful candidate will need self-motivation and drive and be used to setting high standards in their own work. He/she should have a practical and entrepreneurial approach and be willing and able to develop Irbaris as a company, building strong client and stakeholder relationships. He/she should already have a track record in business development and a strong network.

Candidates will be expected to demonstrate excellent numeric and analytic skills, and show a high level of intellectual curiosity and an ability to learn quickly. He/she must be a good listener who shows evidence of flexibility and an ability to think on his/her feet. He/she will also need strong communication skills including the ability to present complex ideas to clients clearly and credibly.

In addition, candidates should have:

- A degree in an analytic discipline (e.g. Engineering, Science, Maths, Economics) from a top university in the UK or foreign equivalent
- The right to work in the UK without restriction

Candidates must be ready to work in a small and diverse organisation in which every person has a voice and a large contribution to make. The candidate should demonstrate an understanding of both the advantages and challenges of working in such an environment.

Irbaris works globally and candidates should show a willingness to travel and to work internationally. Candidates should be able to work regularly at our office in London, but the firm operates a flexible working approach and some working from home is acceptable.

Irbaris will offer a competitive salary package.

APPLICATION

Please send a CV and covering letter to Kate Weinberg at: kate.weinberg@irbaris.com.

Irbaris is an Equal Opportunities employer and our policy is to ensure that all job applicants and employees are treated fairly on merit, regardless of their sex, sexual orientation, marital status, age, physical characteristics, religion, race, colour, nationality, national or ethnic origin or disability.