



Senior Manager, ImpactEd Consulting Recruitment Pack





Senior Manager, ImpactEd Consulting

Job description

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| Reports To | Associate Director (ImpactEd Consulting) and Managing Director (ImpactEd Consulting) |
| Remuneration | <p>Base earning: £54,478 *</p> <p>* This role is eligible for additional earning through two separate awards: <u>Employee Ownership Award</u>, including an annual discretionary cash award (up to £1,200) and EMI options in Company stock <u>Practice Development Award</u>, a discretionary bonus payment, subject to individual and practice performance.</p> |
| Contract | Full-time, permanent |
| Benefits | We have a generous employee benefits package that aims to ensure colleagues feel trusted, feel ownership of our business, are connected to one another and can be personally and professionally fulfilled, and healthy. This includes flexible working, profit share, regular training, individual professional development budget and leave allowance and access to mental health support amongst a range of other employee benefits and practices. |
| Based | Office (London) / Hybrid / Remote |
| Start Date | As soon as possible |
| Deadline | 23:59 on 11 th October 2024 |
| Application | Please apply here by answering short questions and uploading your CV |

The Organisation

[ImpactEd Group](#) supports education and purpose-driven organisations to maximise their potential. We do this by helping our partners to be consistently impactful and operationally sustainable. ImpactEd Group is made up of [ImpactEd Consulting](#) and its specialist practices, ImpactEd Evaluation, ImpactEd Philanthropy and our most recent practice ImpactEd Data and Artificial Intelligence. Drawing on our domain expertise and technical skills in these areas, ImpactEd Group aims to be the first port of call for leaders across the education ecosystem. Since being founded in 2017, ImpactEd Group has worked with thousands of schools and hundreds of organisations, serving more than a quarter of a million pupils annually. Our strategy commits to systemic impact by helping our partners to make better decisions. We also empower our team to make decisions on behalf of the organisation as part of our aspirations for employee ownership.

The Opportunity

As we grow our Consulting Practice, we are seeking an exceptional Senior Manager to collaborate closely with clients and the leadership team in delivering impactful, value-driven solutions. You will be responsible for leading client engagements, managing project delivery across diverse areas, and contributing to business development. You will work closely with the leadership team to ensure the highest standards of service delivery.

Our client work is dynamic, varied, and offers the chance to address complex challenges in well-known purpose-driven organisations. This role is ideal for someone seeking a challenging and varied position within a mission-focused consultancy, with clear pathways to Associate Director and Director roles as the practice continues to expand.

Role Description

As **Senior Manager** within ImpactEd Consulting, you will be responsible for:

Client Engagement and Delivery:

- Lead medium-to-large scale partnerships and consultancy projects, working closely with clients to diagnose challenges by building a thorough understanding of their goals, strategies, culture, and organisation.
- Develop tailored solutions by partnering effectively with clients to create coherent, relevant interventions that deliver successful outcomes.
- Oversee project delivery, ensuring high-quality outcomes that meet or exceed client expectations.
- Collaborate with associates, directors, and technical consultants to ensure seamless project execution.
- Build and maintain strong, long-term client relationships, acting as a trusted advisor.

Operational and Financial Management:

- Manage project delivery within agreed timelines and budgets, ensuring efficient use of resources.
- Track key project metrics and client satisfaction, providing regular updates to the Associate Director and Managing Director.
- Contribute to financial management processes, including budgeting and forecasting for client projects.

Business Development:

- Support the leadership in identifying new business opportunities and expanding existing relationships.
- Contribute to proposal writing, resource planning, and developing project road-maps to secure new clients and partnerships.
- Stay informed about trends and opportunities within the education and charity sectors, helping ImpactEd Consulting stay ahead of the curve.

Team and Practice Development:

- Collaborate with the broader team and leadership to enhance the operational structure of ImpactEd Consulting.
- Help shape the consultancy's service offerings to ensure they meet client needs and reflect sector developments.
- Participate in ImpactEd Group's residentials and training programmes.

The above list of responsibilities may not be exhaustive, and the post holder will be required to undertake such tasks and responsibilities as may reasonably be expected within the scope and grading of the post.

About You

We are looking for someone who is passionate about making a difference by building capabilities to unpick knotty challenges and model routes to sustainable growth and impact in purpose-driven organisations.

We hope that the successful applicant will bring:

Experience:

- Significant experience in consultancy, management or leadership roles
- Extensive project management experience with a proven track record of managing complex strategic and operational projects to tight deadlines
- Direct experience working with clients or partners on diagnostic, design, and implementation projects, including identifying organisational needs and delivering tailored interventions.

Skills and Attributes:

- Purpose-driven: A deep commitment to the mission and values of ImpactEd Consulting and our clients
- Client-focused: Strong ability to build lasting, trust-based relationships with clients, and a relentless focus on client satisfaction
- Problem-solving: Ability to assess new contexts, diagnose challenges, and develop actionable, evidence-based solutions quickly
- Communication: Clear, confident, and persuasive communication skills, both written and verbal, with the ability to present complex ideas simply and effectively
- Strategic Insight: Ability to take a broad view of client challenges and provide sharp, strategic advice.

Knowledge:

- Proficient in project management tools, methodologies, and best practices
- Familiarity with organisational development and capacity-building approaches
- Knowledge of change management approaches is a plus.

Further Information

Please [apply here](#) by answering short questions and uploading your CV

We encourage applications from all backgrounds, communities and industries, and are committed to employing a team that has diverse skills, experiences and abilities.



Supporting our purpose driven partners to make better decisions using high quality evidence.

Get in touch

hello@impactedgroup.uk