
SENIOR MANAGER

Eden McCallum

Eden McCallum is a management consulting firm with a deliberately agile approach, bringing our global team of independent consultants together to help clients resolve their most crucial management challenges from strategy to transformation. Our in-house senior partners shape and lead every project, ensuring quality, consistency and value. We craft a team of independent consultants with the optimal skills, experience and 'fit' for our clients, support them with our in-house analysts, and leverage our extensive network to bring unique expertise.

Eden McCallum has delivered more than 2,500+ projects in strategy, operations, transformation, digital and organisation, working in all major sectors and regions of the world. Our clients include a third of the FTSE100, a third of the world's largest private equity firms, and 50 of the global Fortune 500, and many mid-sized corporates.

Established in 2000, Eden McCallum operates from offices in London and Amsterdam.

The role

Due to our continued organic and future growth plans, we are currently looking for a senior manager who can support the firm's Senior Partners, and in the first instance the two Founders, to:

- Develop and write compelling proposals
- Structure projects
- Analyse potential new client opportunities
- Create strategic approaches for new project work

You will also work with the firm's Senior Partners to determine the strategy to enhance, implement and expand their individual business development pipeline. Your support to the Senior Partners will be pivotal in the success of the firm as it will give them the bandwidth to develop a larger portfolio of clients.

As you become experienced with our consulting model, you will take more responsibility for pipeline opportunities, and begin to develop clients with the support of the Senior Partners. The role is suited to individuals with an appetite for business development, from initial relationship building through to shaping and writing proposals, rather than those who want to focus on project delivery.

Specifically, you will work closely with the Senior Partners to:

- Write compelling proposals, prepare for initial meetings with potential client leads, and develop presentations to demonstrate 'why Eden McCallum'

- Analyse and respond to opportunities, drawing on our collective experience to tailor an approach to each situation
- Maintain engagement with Senior Partners' contacts, utilising the firm's knowledge and experience to create opportunities for dialogue; and staying on top of events to identify timely topics that create reasons for conversation
- Understand, anticipate, and support Senior Partners' individual business development needs and plans, and assist them in implementing their individual business development strategies
- Research potential clients and develop ideas and plans for lead generation, identifying potential companies and people to target
- Develop messages and materials for potential client leads including initial communications, creating targeted materials around specific client or business development priorities, and managing responses to outbound communications
- Work closely with our Talent Team to select an optimal team of independent consultants for each project

Ideal personal profile

- Experience within a high calibre professional services environment, with experience of writing and developing winning proposals, ideally 3-5 years of consulting experience – leaving at the manager level
- Self-starter with a strong work ethic, entrepreneurial drive, service mentality and ability to work both autonomously and in a team
- Strong oral communication skills, with the ability to quickly establish credibility and respect
- Strong writing skills, with close attention to detail
- An understanding of how major client relationships are built, developed, and maintained
- Comfortable working across multiple projects at once; well organised, able to prioritise appropriately and switch gears as required
- Excellent interpersonal and influencing skills; effective in presenting new ideas to Senior Partners
- Able to thrive in a busy role with a mature, positive, and professional approach
- Excitement and interest in Eden McCallum's business model, with an understanding of the benefits it delivers to clients and independent consultants

You must have the right to live and work in the United Kingdom.

This job description is designed to provide an insight into the requirements of the role but is not exhaustive of the tasks that may be asked of the successful applicant. We are an equal opportunities employer and actively encourage applicants from all backgrounds.

To apply – please send your CV and cover letter to:

staffrecruitment@edenmccallum.com