
ASSOCIATE PARTNER

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 Associate Partners to work alongside our Senior Partners to scope, structure and win projects, and develop relationships with new and existing clients. While the role is initially one of apprenticeship and learning, you will transition to developing your own clients and leading relationships. The role is suited to individuals with an appetite for business development and relationship building, leveraging skills in project scoping and structuring, rather than those who want to focus on project delivery itself.

Specifically, you will work with our Senior Partners to:

A) **Develop current and potential clients by:**

- Identifying highest priority clients, companies and sectors
- Preparing for initial introductory meetings with potential clients, including tailoring presentations to demonstrate 'why Eden McCallum' for their specific sector/situation and preparing for the conversations by understanding their industry and business
- Developing relationships with new and existing clients, introducing them to the firm and engaging them in insightful conversations about issues of relevance to them

B) **Scope, structure and oversee proposals and projects by:**

- Responding to initial queries from clients, including understanding their needs, working with the Talent Team to find the appropriate consultants for the project team, developing an initial proposal (with clear scoping and structuring of the work) and iterating this with the client and senior consultants on the project team. Developing proposals involves drawing on our collective experience to tailor an approach to each

client situation and working closely with our Talent Team to select an optimal team of consultants for each project – both the problem solving and the team curation are critical to success

- Remaining close to each project and ensuring that it is on track to deliver for the client as outlined in the proposal, that consultants remain positive and productive and work collaboratively, and that clients are delighted with progress. You will not be involved in the day-to-day problem solving and engagement management, but you need to stay close enough to the client and the work to ensure the project stays on course, and to identify new issues as they arise, and potentially adjust the scope and/or team as the situation evolves
- Parallel-processing multiple proposals and projects at any one time (5-10+)

C) Build the firm by:

- Being an ambassador for the firm with potential independent consultants and clients
- Playing a key role in assessing independent consultants to join our Talent Pool, as well as build trusting and collaborative relationships with the independent consultants on our projects
- Playing a leadership role on one or more firm areas outside of day-to-day client development and proposal/project leadership

Our expectation is that those successful in this role will build a client platform that will lead to partnership in the firm.

IDEAL PERSONAL PROFILE

- You will have at least 5 years of consulting experience – leaving at the Senior Manager, Associate Partner or Principal level
- You have a strong track record of scoping and delivering high quality projects for your clients. You can simplify complex problems, understand the underlying issues, and structure pragmatic consulting projects
- You have an understanding of how major client relationships are built, and have a track record of helping create and grow significant long term consulting relationships, hence you are not daunted by expectations of generating your own revenue platform over time
- You are a skilled and highly motivated relationship builder who obtains their energy from engaging with people and their business issues, and cares about their success. You can bounce back quickly from rejection.
- You communicate logically and fluently, both in proposal writing and in synthesising findings
- You are at ease juggling and prioritising different opportunities and ongoing projects
- You will inspire immediate confidence, in both our independent consultants and in new clients, who may not yet know Eden McCallum and need to trust that we will deliver the quality that they expect
- You are excited about Eden McCallum’s business model – the benefits it delivers to clients and independent consultants – and the firm’s future potential

You must have the right to live and work in the United Kingdom. This role is based in London.

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.