

CONSULTANT

About Market Gravity

Market Gravity is a specialist growth, innovation and proposition design consultancy owned by Deloitte. We work with the world's leading companies to design and launch new propositions that have a positive impact on customers lives, and that deliver commercial value for our clients.

We work in small, agile teams with our clients to identify new business opportunities, get under the skin of customers, design new propositions, build rapid prototypes and create the plan to take new services to market, ready for fast growth.

At Market Gravity, we bring an entrepreneurial mindset and skillset to corporate growth. We combine commercial consulting, customer research and design and prototyping skills under one roof. It's a little different from a conventional management consultancy or creative agency; we combine the best of both.

As we continue to grow we want to add more excellent people to our team, people who are motivated to work with big brands to help them achieve their growth ambitions by designing, prototyping, and launching new and exciting propositions for their customers. If that sounds like what you want to do – read on.

About the Job: Consultant

In a nutshell

As a consultant at Market Gravity, you will form the backbone of our projects and be proactive, resourceful and collaborative in creating high-quality work. You will work in cross-functional, joint teams with clients to create clear, well-designed outputs.

What you will do

- Get involved in all aspects of proposition design from initial insight and idea generation, experimentation through to planning and launching ventures
- Work in a fast-paced and collaborative environment with your Market Gravity team mates and client team
- Find ways to actively contribute to the growth of Market Gravity, for example, sharing your expertise through training, supporting marketing activity and other profile raising activities

Your skills and experience

We look for skills across three dimensions, technical skill, leadership and entrepreneurialism.

Technical skill

- You have some experience across different parts of the proposition design toolkit – customer interviews, market and trend analysis, idea generation, creating propositions, building commercial models, prototyping, customer experience design.

- You probably have some consulting experience, although this isn't essential, you are likely to have experience facilitating workshops, presenting to senior stakeholders, and running meetings.
- You are a creative problem solver and structured thinker, comfortable with a hypothesis driven approach.

Leadership

- You are comfortable in fast-paced, collaborative environments and can be flexible and adaptable in your approach when needed.
- You have excellent communication skills and you're a natural storyteller – you know how to structure information in a compelling way.
- You seek out and develop relationships with existing and future clients, on and off project.

Entrepreneurialism

- We live by our values and hope they have meaning for you too: Go together, bring energy, challenge hard and take ownership.
- You are resourceful and find practical solutions to problems. You aren't afraid to roll up your sleeves to get things done.
- You likely have some entrepreneurial experience, working with start-ups or ventures, or maybe you've run your own business.

How we work

- We are based in London New Street Square. Whilst we are based in London, team members can expect to work remotely part of the time and to travel to work on-site with clients, nationally and internationally.
- We offer a competitive package and are committed to career development and training.
- For further information, please see our website www.marketgravity.com.

Please only apply if you meet the required skills and experience. Given the high volume of applications we receive, we are unfortunately only able to respond to applications that are invited for interview.