

MANAGER

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: Manager

In a nutshell

As an Engagement Manager at Market Gravity, you will inspire and lead multi-talented teams to get big ideas to market - you relish tackling complex problems and are able to confidently bring design-led thinking to the table to create solutions that work for the customer whilst also meeting broader business requirements.

What you will do

- Lead major programmes with multiple phases, with a cross-functional MG team (combining consulting, design and insight)
- Be responsible for shaping and delivering an awesome overall solution to the client
- Develop trusted adviser relationships with the client and take the lead in steering group meetings up to C-suite / CXO-level
- Actively contribute to the growth of Market Gravity, taking a lead role in training and coaching MG team members, identifying and supporting on-sell opportunities, and supporting other business development activities

Your skills and experience

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

Technical skill

- You have significant experience gained in part or fully from a leading consultancy, working in growth strategy and preferably on the development and launch of new propositions
- You have a very well developed proposition design toolkit across all areas involved including insight, commercials, and design
- You have a strong blend of creative flair matched by robust commercial and analytical ability, and are able to combine the two to create powerful propositions that ensure the client has confidence to launch
- You are an excellent storyteller, you create high quality content and final deliverables, taking all participating stakeholders on a journey, successfully bringing the proposition to life
- You are a confident and able work shop facilitator and content presenter. You enjoy working in workshop and hot-house style environments, often at pace, to provide energy, creativity and momentum to the project

Leadership

- You are a proven project leader, you are experienced at leading project teams in proposition design across multi-phased projects, working collaboratively with a diverse team of stakeholders
- You are able to create project plans and flex them accordingly to keep the project on track and assure the quality of the end deliverable, for which you are accountable
- You develop strong client relationships and are trusted advisor to your clients through your project work and beyond
- You are comfortable working across functions, you can manage a team of consultants, designers and researchers
- You are an experienced coach, developing your team members over the course of the 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 likely have some entrepreneurial experience, working with start-ups or ventures, have designed a new product or service, or maybe you've run your own business
- You have helped find ways to help grow and shape the business in your current/ previous roles e.g. supported on-sell opportunities or created new methods or thought leadership.
- You are resourceful and find practical solutions to problems. You aren't afraid to roll up your sleeves to get things done.

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.