

ROLE PROFILE

Job title:	Senior Consultant
Reporting to:	Country manager
Salary:	€55,000
Location:	Amsterdam

Role Purpose

Reporting to the Country Manager for Amsterdam, you will be initiating and leading a broad range of projects for our clients including sustainability strategy development, ESG, sustainability integration planning and the creation of corporate sustainability reports. You will ensure all projects are delivered to the highest quality standard, on-time and within budget, managing a team of Consultants and Graduate trainees. This job is based in Amsterdam.

Key Responsibilities:

You will take responsibility for all aspects of project delivery either as a senior member of the project team or as project leader. This will include (but is not limited to): researching and analysing a wide range of internal and external data and information; working alongside clients and their stakeholders to understand their dynamic needs and the evolving expectations of their businesses.

You will play a key role and will be expected to enhance current customer relationships and develop new business opportunities and supporting the Group Sales Team, including: developing proposals, attending or leading new business meetings and pitches, nurturing new client leads, introducing new potential clients to the business through your own networks, and representing the business at networks and events.

As a key member of a rapidly growing team, you will be closely involved in the overall growth strategy and thought leadership of Simply Sustainable. This includes the development of new ideas, workstreams, products and services that support our clients.

You will be accountable for:

- Writing Client Proposals in line with the Company's client offering and quality standards
- Delivering client projects for our growing business.
- Developing appropriate strategic and practical solutions and recommendations for our clients; and producing concise and engaging reports and presentations that exceed the clients' expectations and enable them to accelerate their approach to sustainability
- Effectively managing the performance and development of your Consultants and Graduate Consultants working within your team
- Planning and agreeing the weekly Project Resourcing plan agreeing the resources required across all projects working closely with the Country Manager, Principal Consultants and the other Senior consultants to ensure resources are full maximised, as directed and overseen by the COO

- Ensuring all company processes and procedures are followed and accurately recorded on the company internal consulting system (CMAP)

Key skills and knowledge required: (i.e., those required to fulfil the role, including qualifications):

- At least 5 years' experience of being an excellent Consultant in a client-facing consultancy working with Netherlands-based and global corporate businesses across a range of sectors, and possibly have some experience of working in-house within a large Corporate
- Must be educated to degree level, ideally with a Masters, plus ICRS or IEMA or similar membership
- A proven track record of practical, hands-on experience in delivering the following types of projects: sustainability strategy development, stakeholder engagement and analysis, materiality assessment, measurement and target-setting, sustainability reporting (GRI and/or similar), carbon accounting and strategy development and climate risk analysis. Some ESG and/or responsible investment experience would be beneficial
- Excellent all-round communication skills with a proven ability to engage all types of audiences
- Excellent proven ability in being able to manage and coach other colleagues aiding their development within the business
- Excellent proven project-management skills
- Ability to build and maintain strong client relationships
- Excellent presentation and facilitation skills (including running client workshops)
- Excellent analytical skills
- Excellent attention to detail
- Proven ability of delivering high quality work on time and within budget.

Competencies/Behaviours:

- A joy to work with
- Passionate about sustainability
- Commercially astute
- Customer-focused
- Takes initiative and is self-motivated

- Ability to influence and persuade
- Innovative and creative.
- **Any additional relevant information:** The role requires flexibility and availability for the clients with a passion to deliver top quality work. The role may require travelling both inside the Netherlands, to the UK and to other countries and on occasions be based within the Clients premises.