

Job Vacancy

Business Development Executive / Associate Consultant

Kickstart Job Scheme

Job Summary

We are delighted to offer the opportunity for an individual to develop their skills and become a key member of the team, as we look to continue to cement our position in the market as a class leading, boutique management consultancy firm. The role will support in the day to day running of accounts, developing meaningful client relationships and supporting the brand presence within the market. We hope to see the successful candidate become core to our talent pipeline.

Eligibility

To be eligible for this role, you must meet the requirements outlined for the [Kickstart Job Scheme](#). You must be eligible to work in the UK.

Duties

- Attending physical and virtual trade shows and networking events to represent Akcela in the market.
- Research and development of customer segmentation documents in line with Akcela's business segmentation process.
- Arranging and attending client meetings, alongside Akcela's senior/principle consultants.
- Identifying industry trends, developing solution materials in line with Akcela's segmentation strategy.
- Supporting long term consultancy engagements as an associate consultant, this will include:
 - Administration of engagement, using Akcela's client relationship platform.
 - Idea generation based on client requirements.
 - Preparing solution documentation for review with senior/principle consultants.
 - Execution of associate level solutions based on internal and external signoff.
- Ensuring a proactive approach to continual professional development (CPD), completing CPD courses in line with requirements.

Qualifications and Skills

- Undergraduate Degree
- Business, Management Marketing Undergraduate Degree (Desired, not essential)
- Full UK Driving Licence (Desired, not essential)

- Excellent time management skills.
- Great people skills.
- Commitment to lifelong learning and continual professional development.

Why Choose Akcela?

Akcela are very excited to offer this opportunity and feel this position, with the right candidate, will develop to offer excellent career progression. Akcela currently have four long term clients this role will support, alongside new clients we are actively seeking. This role is a great opportunity to learn processes and gain real-world experience of working within the consultancy industry. We are offering:

- 25 Hours per week minimum in line with the government scheme. Our view is this will be a full-time position.
- Company Phone
- Company Computer
- Continual Professional Development.

How to Apply

To apply, please send your CV and covering letter to hello@akcela.co.uk - applications will close on 21st August 2020.