

# **Steer Economic Development**

## **Senior and Principal Consultants**

### **About Steer-ED**

In 2016, as part of its wider diversification strategy, Steer launched a new integrated economic development practice, Steer Economic Development. Working across places, sectors and markets, Steer-ED provides a rounded economic development offer covering Innovation, Enterprise, Skills, Infrastructure, and Housing.

We have grown significantly over the last four years and begun to establish ourselves as a leading practice. Our Clients include central Government departments and agencies, Combined Authorities, Local Enterprise Partnerships, sector and place partnerships, universities, and private sector clients.

We have ambitious plans for further growth and are now looking for two experienced and driven people to develop senior level roles in our ambitious and fast-growing consultancy. This is an exciting opportunity to contribute to the shape, direction and trajectory of the firm and carve out a leadership role.

If you are interested in working across economic development domains and broadening your skills and subject knowledge, this might be for you.

### **About the role(s)**

**Principal and Senior Consultants** (positions offered will depend on candidates' experience and skills)

We are seeking experienced economic development professionals with a range of relevant technical skills and the ability to manage challenging projects. The roles involve working with existing clients and developing relationships and new business opportunities with new ones.

### **Main Duties**

- Managing and delivering projects (to time, cost, and required quality) as a Project Manager
- Leading and/or contributing to the submission of proposals to support work-winning
- Delivering high quality quantitative and qualitative consultancy and analyses, and producing high-quality study outputs, often in the form of written reports
- Leading and managing multi-disciplinary teams, and supporting the development of junior team members
- Maintaining and developing client relationships, and building and developing networks with contacts and partners to help grow further our Client base and strengthen the team

### **Person Specification**

The successful candidates will have:

- Excellent communication skills – written, oral, and presentational
- Strong numeric and analytical skills
- Demonstrable skills and experience in project management
- Be educated to degree level (2:1 or equivalent, or higher)

- A minimum 5-year experience in a related role, of which a minimum of 3 years has involved consultancy experience (NB: related experience could include 'Client side' roles in central or local government, or in a thinktank/research org etc)
- Passionate and informed about economic development in the UK

#### **Desirable skills/experience**

- 5 plus years economic development consultancy experience
- Degree in Economics, Geography or related field
- A proven record of work winning (Principal Consultant only)
- Specialising in one or more of Strategy Development, Business Case, and/or Evaluation
- Subject expertise in one or more of: Innovation; Land & Property; Enterprise (business support/entrepreneur); Skills; and/or Zero Carbon
- Sector knowledge of one or more of: Life Sciences/Health; Energy; Advanced Manufacturing; DigitalTech, Green Economy
- Line management experience

#### **Behaviours and attributes**

- Problem solver and applied curiosity – the ability to apply critical thinking to interrogate, interpret and present data and reach creative solutions
- Ambitious and commercially-driven – highly motivated to win and deliver profitable work, with an appetite to contribute to business growth
- Personable and with the emotional intelligence to effectively build relationships with clients, colleagues and teams – focused and trust-worthy
- Committed to broadening and deepening personal skills and professional knowledge
- A team player, with strong commitment to supporting the development of junior staff
- Ability to manage competing priorities, and work under pressure

#### **Why join Steer-ED?**

- No limits on personal progression
- Become part of an ambitious, growing division which has the full, long-term backing of Steer
- Exposure to high profile clients and projects
- Accelerated development and progression
- Competitive salary and remuneration package
- Flexible working