

Method Grid | Principal Consultant | Job Description v01

Job Title	Principal Consultant
Employer	Method Apps Limited (trading as Method Grid; methodgrid.com)
Salary/Benefits	£80,000 – £100,000 dependent on experience
Hours of Work	40 hours/week (flexible within: 0800-1800hrs UK office hours)
Vacancy Type	Full-time (six-month probation)
Location	This role will be based remotely, with regularly visits to our Bath HQ and will include on-site client activity as required
Reporting To	Head of Professional Services
Reporting Structures	Head of Professional Services
Background to Vacancy	<p>Method Apps Limited is a young B2B SaaS software company. Our solution (Method Grid) is an innovative platform that facilitates the capture of structured, repeatable best-practice grids and the harnessing of such grids as a project assurance/management tool in controlled environments (with a real focus on the engineering-construction sector).</p> <p>The company was founded in 2018 by four co-founders (who developed the product from its beta foundations in 2016). We now have multiple paying, tier-one paying companies (and a community of “searing advocate” users).</p> <p>This is a relatively new position created as a function of growth-enabling seed funding.</p> <p>The candidate must also enjoy working with a great team of co-workers who embody the cultural values of: >Team (highly collaborative), Central Rock (client-centricity), Never Settle (never ending pursuit of excellence coupled with humility to recognise we never get there), Egos at the Door (take our work seriously but not ourselves) and Fast Craft (ruthless speed when it comes to product development).</p> <p>After our investment raise, we have focused on complex project assurance in controlled environments (AEC sector especially). The person we’re looking to hire will have deep experience in P3M delivery and natural business development confidence/capability (including an existing network of contacts for whom Method Grid’s platform could have significant benefit).</p> <p>The ideal candidate will be a self-starter with a professional services background - adept at conversing and selling to senior CXO level prospect clients from multiple sectors but with a focus on enterprise-level professional service organisations. They will also be adept at leading implementation support engagements and building out a wider firm implementation capability commensurate with sales growth. High levels of commercial acumen will be expected.</p> <p>This role will predominantly work with our large, enterprise-scale customers, looking to embed Method Grid’s platform within their business, build significant adoption through a professional on-boarding process and identify opportunities for further professional service upsell.</p>

**Key Objectives/Job
Activities**

Responsibilities

The role of the P3M Principal Consultant is to improve and develop the Programme and Project Delivery capability within a client's organisation. This role develops knowledge, process, standards and learning content to improve the organisation's P3M delivery capability. The role works with SMEs, senior leaders within the organisation to implement best practice and assure compliance across the portfolio of change.

Additionally, and critically, this hire will support business development activities for the company. Through early experience, it has become clear that the most appropriate BD approach for Method Grid license selling is account-based, senior executive level and, therefore, professional-service led.

As aligned to the company's strategic focus of supporting AEC clients with the assurance of complex engineering-construction programmes of work, it is envisaged that our engineering-construction clients will be a very common client-type in the near/medium term.

This overarching responsibility can be subdivided as follows:

Delivery

- Create and lead global / large complex capability improvement projects to deliver the agreed outcomes within time, cost and quality constraints.

Marketing and Business Development

- Lead marketing and business development approach for specific sector or market vertical.
- Identify strategic prospects and convert opportunities for method grid propositions and develop partnerships that accelerate growth.

Capability Development

- Increase Programme and Project Delivery capability.
 - Lead work and gather key data to identify programme and project capability gaps.
 - Put measures in place to fill capability gaps.
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- Support effective collection and analysis of capability data in order to build relationships with clients and professional bodies in order to support industry wide capability development.

Knowledge Management

- Defines and implements a Knowledge Management approach to support capability development.
- Develops job family and training approaches to support capability development.

Project Performance and Controls

- Develop effective programme and project control frameworks and strategies.
- Create a culture of continuous improvement and learning from experience.
- Identify interdependencies, common capability and opportunities across projects, programmes and the organisation.
- Identify common capabilities and opportunities for linking up, re-using and sharing of methods and resources and drive implementation to realise efficiencies.

Digital

- Advanced understanding of design, technology and data Principals.
- Identifies and implements digital solutions to meet users needs.
- Broader understanding of wider digital economy and advances in technology.

Stakeholder Management

- Mediates between people and mends relationships, communicates with stakeholders at all levels.
- Manages stakeholder expectations and facilitates discussions about high risk and complexity within constrained timescales.
- Represent the delivery community to large audiences inside and outside of the organisation.

Business Change

- Lead the inclusion of business change communications requirements into the capability project communications plan.
- Provides and reviews content for communications relating to business change across the project.

Key Competencies Essential:

- Deep experience of acting in a senior capacity to lead and deliver professional services projects/programmes and teams – within the key themes of organisational transformation, P3M capability development, service and quality assurance.
- Significant experience and relationships with C-level decision makers within multiple sectors.
- An understanding of the complexities of project and programme assurance.
- Proven sales capability with large-scale/enterprise level customers.
- Considerable experience in delivering customer growth.
- A true ‘trusted advisor’ mindset and approach.
- Strong operational, project/portfolio management, consulting, technology and process skills.
- Outstanding communication, negotiation and presentation skills.

Desirable:

- Experience of working with a subscription-based model, delivering on-premises and/or SaaS solutions.
- SaaS product/consulting experience
- Passionate about technology
- International client delivery experience

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- Personal Qualities**
- High level of self-motivation and professional pride and autonomy
 - Real attention to detail
 - Outstanding interpersonal and communication skills with ability to work collaboratively with customers and colleagues across various functions
 - Strong alignment to our core values <https://methodgrid.com/team-values/>

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- Qualifications**
- € Degree qualified
 - € Related professional qualifications (Prince2, MSP etc) – highly desirable

Proposed Start Date ASAP

Applications To apply please email steven.webb@methodgrid.com
