

**JOB DESCRIPTION – SENIOR CONSULTANT – INCLUSIVE GROWTH – DECEMBER 2016**

<b>Company</b>	IMC Worldwide Ltd	
<b>Address:</b>	64-68 London Road Redhill Surrey RH1 1LG	
<b>Job title:</b>	Senior Consultant – Inclusive Growth - Full time	
<b>Responsible to:</b>	Senior Technical Director – Inclusive Growth	
<b>The role:</b>	<p>We are looking for an exceptional individual to join the Inclusive Growth Team at IMC Worldwide as a Senior Consultant, working closely with the Business Stream Leader to help drive the business forward and deliver our programme of work. We seek candidates who share our passion for development and improving the lives of others. The Inclusive Growth team is growing and managing a number of exciting projects. These include a substantial three year project facilitating business partnerships and growth through innovations in agribusiness and health in India to other low income countries in South Asia and Africa; a Challenge Fund and Hub to incentivise frontier technology providers to support a major donor’s staff to meet some of the most challenging development problems; and an acceleration programme to support the most enterprising digital entrepreneurs in Africa achieve the next level in their growth strategy.</p> <p>These early stage projects provide the platform for a Senior to be a key part in supporting technical programme teams tackle daily programme challenges and build on opportunities to ensure success. In addition, there is a strong need to help manage the business development activities of the team across the fields of innovation, private sector development and rural livelihoods, which are our focus areas. All our work requires coordination and interaction with a wide range of stakeholders including the private sector, developing and developed country governments, philanthropic foundations, research institutes, NGOs and SMEs.</p>	
<b>Main responsibilities:</b>	<ul style="list-style-type: none"> <li>• Support team management on a day to day basis with particular focus on building technical and managerial capacity, quality assuring work, and providing advice.</li> <li>• Assist in the implementation of the Inclusive Growth business strategy.</li> <li>• Lead, oversee and help prepare bids: this role will have a particular focus on proactive business development. You will help make key decisions on what to bid for as well as on occasion take a leadership role in co-ordinating or writing technical and financial proposals.</li> <li>• Undertake overseas travel for projects as required.</li> <li>• Support project implementation within our existing portfolio of international innovation and inclusive growth programmes.</li> <li>• Increase team visibility by participating in and speaking at industry events and contributing to the team’s communications strategy and producing marketing materials such as producing tweets and blogs.</li> <li>• Contribute more broadly to the delivery of IMC’s Business Strategy.</li> </ul>	

<p><b>Environment:</b></p>	<p>IMC Worldwide is currently working in more than 20 countries across Africa; South, South East and Central Asia; Eastern Europe and the Middle East, delivering specialist consulting services to central governments, donor organisations and private sector corporations in developing and transitional countries, in particular in relation to development, management and infrastructure. We work across a diverse range of sectors and disciplines bringing over 50 years' experience of working with government agencies, local authorities and with communities themselves to help address some of the most difficult development problems and barriers to poverty reduction. We work with all of the major international development agencies throughout the world including DFID, EU, EIB, EBRD, World Bank and ADB and are looking to expand our client base in the private sector and with Foundations.</p> <p>Though our background is in the transport sector we provide a full range of professional consulting services including:</p> <ul style="list-style-type: none"> <li>• Disaster Preparedness and Reconstruction</li> <li>• Organisational Change</li> <li>• Economics and private sector</li> <li>• Project and Programme Management</li> <li>• Environment, energy and climate change</li> <li>• Resource centres and frameworks</li> <li>• Governance and anti-corruption</li> <li>• Road safety</li> <li>• Infrastructure and engineering</li> <li>• Social Development</li> <li>• Monitoring and evaluation</li> <li>• Transport sector policy and planning</li> <li>• Inclusive Growth</li> </ul>
<p><b>Department information:</b></p>	<p>You will join the team (currently of 8) working to develop and deliver the IMC Inclusive Growth strategy; this includes a particular focus on innovation and social entrepreneurship, and rural livelihoods and broader private sector development. The working environment is informal and creative, but we are uncompromising on the quality of work we deliver to clients. The role will include international travel.</p>
<p><b>Terms and conditions:</b></p>	<p><b>Salary</b> – Competitive salary depending on experience.</p> <p><b>Annual Leave</b> – 5 weeks annual leave plus public holidays. The holiday year is 1<sup>st</sup> January – 31<sup>st</sup> December.</p> <p><b>Benefits</b> – Buying and selling of annual leave scheme, health cash plan scheme, health insurance scheme, Company pension scheme, cycle to work scheme, life assurance, free parking (limited spaces). IMC also provide free refreshments and fruit.</p> <p>There is also a non-contractual bonus system payable annually depending on performance.</p> <p>We are also close to a railway station with easy links to London, Gatwick and the South Coast.</p>
<p><b>Closing date for applications:</b></p>	<p>Please submit your CV and covering letter to <a href="mailto:recruitment@imcworldwide.com">recruitment@imcworldwide.com</a> explaining clearly why you are interested in this role and working for IMC, the skills and experiences you can bring to it, and how your experience meets the person specification. The closing date for applications is Monday 9<sup>th</sup> January 2017 at 5pm. Your covering letter should also include your salary expectations.</p>

**PERSON SPECIFICATION: SENIOR CONSULTANT**

		<i>Essential</i>	<i>Desirable</i>
<b>Qualifications, understanding &amp; training:</b>	<ul style="list-style-type: none"> <li>Degree qualification</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Masters qualification in a related subject</li> </ul>	X	
<b>Experience :</b>	<ul style="list-style-type: none"> <li>Proven track record in this field</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Strong Business Development experience</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Provision of consultancy services in a recognised international development consultancy</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Previous experience in the preparation of donor-funded project tenders and proposals</li> </ul>	X	
	<ul style="list-style-type: none"> <li>International development experience, including in a developing country context particularly Africa or South Asia</li> </ul>	X	
	<ul style="list-style-type: none"> <li>A good understanding of, and experience in, either Innovation or SMEs and market development</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Private Sector development experience (NB: we are not seeking rural development experience).</li> </ul>	X	
<b>Abilities &amp; skills:</b>	<ul style="list-style-type: none"> <li>Strong interpersonal skills;</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Innovative flair</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Good negotiation skills</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Confidence and enthusiasm</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Good attention to detail and ability to carry out administrative tasks</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Excellent project planning skills</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Excellent organisational skills and the ability to multi-task under tight deadlines</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Flexible and adaptable with an ability to adapt appropriately within various situations.</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Co-operative and supportive team player</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Excellent written and spoken English</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Additional language skills, particularly French, Spanish, or Russian</li> </ul>		X
<b>Personal:</b>	<ul style="list-style-type: none"> <li>Self-motivation and pro-active attitude</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Willingness to travel internationally</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Flexible attitude to meet the needs of the role</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Commitment to IMC's objectives, ethics, values and Equalities and Diversity Policy</li> </ul>	X	
	<ul style="list-style-type: none"> <li>Excellent work ethic</li> </ul>	X	