

POSITION DESCRIPTION

SENIOR CONSULTANT – Grade 6-7

SUMMARY

You have a passion for improvement and enjoy working with other individuals and organizations to deliver a positive and sustainable impact. Consummate candidates have demonstrable consulting or senior level change-agent experience in Operational Excellence and Leadership approaches applied to cultural transformation. A deep background in continuous improvement methodologies such as Lean, Six Sigma, Agile, and familiarity with the *Shingo Model*™ is ideal. You are looking to become a valued member of our team and build long term relationships with our clients.

KEY RESPONSIBILITIES

- ▶ Drive and manage program accounts to deliver exceptional value and transformational culture change results to our clients
- ▶ Account growth and business growth
- ▶ Customization and delivery of our programs to meet the specific needs of our clients who are primarily blue-chip multi-nationals
- ▶ Expand and diversify the consulting services we offer to our clients both digitally and in person
- ▶ Continuing personal development
- ▶ Collaborate with others internally to build the company business systems

SKILLS AND ATTRIBUTES

- ▶ Builds trusting, supportive relationships with clients and colleagues and has proven skills and experience mentoring / coaching capability development in those clients
- ▶ Manages and leads others by knowing how to get the best out of people. Gives useful, timely and constructive feedback
- ▶ Leverages culture and behaviours to drive transformation results
- ▶ Excellent communication, facilitation, and presentation skills both virtually and in person, with experience in designing, developing, and delivering solutions to a range of audiences.
- ▶ Curious, creative, collaborative, and credible
- ▶ Works well as an individual or as part of a team within a client
- ▶ Exceptional lean or six sigma problem solving and improvement capability including logical reasoning, creative thinking, and the ability to untangle complex issues
- ▶ Experience in the Aerospace & Defense sector or Government contracting is beneficial

KEY REQUIREMENTS

- ▶ University degree or equivalent
- ▶ United States citizen
- ▶ Travel and work in the United States

SALARY & BENEFITS

We have a great team environment and have recently been awarded the Investors in People Gold Award recognizing the attention we give in our business to developing talented people and creating a supportive, inclusive culture. This role also includes:

- ▶ Competitive salary commensurate with experience
- ▶ Healthcare & Dental Insurance
- ▶ Above average holiday allowance
- ▶ Flexible working

ABOUT S A PARTNERS

Over the last 25 years we have supported organisations globally to deliver sustainable organizational transformation programmes. We help our clients develop their internal capability and business systems, ensuring they achieve long term success. We have a passion for improvement, and we want individuals and organisations to make a positive impact and succeed. With five *Shingo Award* winning publications we are also recognized as thought-leaders in Leadership, Continuous Improvement and Operational Excellence.

Through the S A PARTNERS Academy we provide accredited training in Leadership, Continuous Improvement, TPM and Enterprise Excellence. Our consulting team support organisations at a strategic and operational level with the development of management systems; strategy; operational excellence; supply chain management, TPM and customer journey mapping. We deliver programmes for our clients both inhouse and virtually and support them create a culture of continuous improvement that drives sustainable change.

Our Business Principles (6C's)

Colleagues	Customers	Capacity	Competence	Company	Care
We will respect and support each other, keep our promises, learn by sharing our skills and experiences, to ensure together we are a stronger business	We will build excellent relationships and deliver excellent value for our customers to ensure long term mutual success.	We will deliver won business on time and in full creating benefit for our customers and profit for our Company	We will lead the way in thought leadership by developing our own offers, IP and skills enabling us to satisfy the current and future needs of our customers	We will all strive for excellence – growing profits and efficiency while protecting and cherishing our company	We will continually look for opportunities to reduce our carbon footprint and develop approaches that enable us to support our communities we work in.

We have offices in the UK, Ireland, USA and Australia. Our business is owned by the partners who work in it day to day, aspirant future partners who want to own and cherish the business for the long term are always welcome.

FOR MORE INFORMATION:

Visit our website: www.sapartners.com

Follow us on LinkedIn: <https://www.linkedin.com/company/s-a-partners>

Follow us on Twitter: [@S_A_PARTNERS](https://twitter.com/S_A_PARTNERS)

TO APPLY FOR THIS POSITION

To apply for this position either:

- ▶ Register online at www.sapartners.com/careers
- ▶ Email your CV to vacancies@sapartners.com.

Please contact our team if you would like to discuss this role in any way.