

Client Director

Client impact	Solution Creation & Delivery	I ensure we get to WOW client outcomes that are in-line with client expectations, adding my expertise and experience to shape and enhance client deliverables
	Core Consulting Skills	I bring knowledge & experience of consulting skills to enhance and add WOW to project outputs, dedicating time to impart knowledge and upskill the team
	Client Engagement & Relationship Building	I am the trusted advisor to senior clients, ensuring they feel involved in the process. I create and build strong relationships that go beyond the core project team & proactively look for new opportunities where Manifesto can help. I lead BD activities and take a role in sales activity for activities I and others have identified.
	Project Planning & Management	I provide oversight and regular catch-ups to ensure that we get to great client outcomes. I identify opportunities to add expertise and create WOW
	Team Relationships & Management	I effectively run multiple teams, investing time and imparting knowledge to coach, mentor and develop individuals. I am transparent in communicating updates to the overall strategic direction to the team
Internal impact	I am a coach and mentor to all members of the organisation. I work with my point people to drive their personal and professional development. I am responsible for the continuous improvement of the function of the business.	
Market Impact	I am the face of Manifesto. I identify and seize opportunities to raise Manifesto's profile, becoming a recognised expert in a field and use my network to drive market recognition. I drive activities like round tables and thought leadership creation using my experience and perspective.	