

Partner

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| Client impact | Solution Creation & Delivery | I am an experienced leader, using my long experience and deep expertise to guide the rest of the team to innovative and WOW answers to client briefs and proposals |
| | Core Consulting Skills | I shape new approaches to client challenges by building Manifesto's repertoire of frameworks, and lead the team in delivering them |
| | Client Engagement & Relationship Building | I am viewed as a peer, a coach and even mentor to senior individuals within the client team, and am consulted for my opinions and recommendations |
| | Project Planning & Management | I manage my projects efficiently, anticipating future challenges and opportunities and delivering within budget |
| | Team Relationships & Management | I upskill everyone around me, building and maintaining high performance teams on multiple projects |
| | Sales and revenue | I make a personal, sustainable contribution to the business's revenues. I create new services, working with internal teams to take them to market |
| Internal impact | I run an operational area of the business, leading and maintaining direction in an area that is not client facing | |
| Market Impact | I am an expert in my chosen field, recognised and sought after externally for my knowledge, which I apply to drive BD activities | |
| Leadership | I am a recognised business leader, prepared to balance the short and the long term and make tough decisions balancing people, business and clients' needs | |