

Partner

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
Internal impact	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
		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