

## Strategy Project Lead for Impact Consultancy

- Part time (min. 60%)
- Fixed term (12 months with potential for renewal)

### Purpose

To provide strategy and analysis expertise on project teams across a range of thematic areas and project types.

### About this role

Sonnet Advisory & Impact is a Community Interest Company providing specialist impact-focused advisory and consultancy to socially-minded clients. About 70% of our clients are charities, social enterprises and public sector organisations - the remainder being corporates who care about the social, economic and environmental impact of what they do.

We are a multi-disciplinary team peopled by experts from all kinds of backgrounds. Sonnet brings together people who've worked in financial and economic advisory, social research, corporate finance, enterprise and social enterprise, and strategic management and development. We believe our strength is in our diversity: blending perspectives and strengths to work on the issues that matter most to us and our clients, thriving on challenge, and responding to multiple viewpoints.

Our work falls into three main areas: Impact Management, Strategy and Governance and Transactions. The Strategy Project Lead role will primarily be focussed on Strategy and Governance projects (though Impact Management and Transactions projects often need strategic input too). There is a good variety in the work you will be doing across the Strategy portfolio. We support clients to develop a better understanding of their business, for example, including their markets (or beneficiaries) and their communities. This means they are better able to see the implications of the options available to them and the impact they have. We help clients to articulate their purpose and strategic aims, and assess whether they are properly aligned to achieving those aims. We help clients look into the future and prepare for various future scenarios. We are currently working with a number of clients who are taking stock of their organisation post-lockdown and wondering how to get to their 'new normal'.

As Strategy Project Lead you will be working as part of project teams, either as a team member or more frequently as a project lead. You may be working on two or three projects over the same time period, or focussing on one large project. Your role on projects will be to:

- contribute to the design and planning of the project;
- lead and coordinate multi-method information gathering and analysis (including workshop design);
- contribute to analysis throughout the project;
- report regularly to the client (alongside other team members);
- draft written reports as needed;

- take day-to-day responsibility for the project's progress, with guidance from senior members of the Sonnet team.

You will regularly use strategic tools and thinking frameworks in the course of your analysis, and will need to help develop diagrams or pictorial representations of findings to help our clients engage with our findings and communicate them more widely. Other duties include compliance and project administration as required; contribution to Sonnet's business development activities; and work on internal initiatives or projects as part of our continual improvement effort.

The Strategy Project Lead reports to Katie Barnes (Associate Director and Strategy Practice Lead).

Find out more about Sonnet - who we are, what we do, and who we work with - on our website: <http://sonnetimpact.co.uk/>

#### Who we are looking for

You may be an experienced management consultant with a detailed knowledge of the social sector... or someone who has worked across the social sector and has built up a body of expertise from which others can learn. You may be a qualified strategist...or someone who always ends up with prominent roles on strategic projects. You may be returning to work after a career break and looking for an opportunity to make a real difference.

We have no fixed views on your career path to date. What matters more to us is the skills, experience and values you bring to the team. If you think this might be the job for you, we'd be delighted to hear from you.

#### Skills and competencies required

Essential:

- Genuine and demonstrable desire to help clients achieve positive change.
- Ability to gather, synthesise and analyse information from various settings.
- Confidence when working with ambiguity at the beginning of complex analyses.
- Familiarity with basic strategic analysis tools and frameworks.
- Ability to spot patterns, draw conclusions, and contribute to the formulation of recommendations to clients.
- Ability to clearly present findings either verbally or in writing (excellent written English).
- Strong time management and ability to plan workload to effectively meet deadlines.
- Good client engagement skills.
- Collaborative and supportive working style.

Desirable:

- Sector or thematic knowledge of one or more of Sonnet's focus areas.
- Experience in facilitating workshops and/or conducting structured interviews (in person and by phone/online).
- Experience in a consulting-style role.

- Familiarity with the field of social impact - main concepts, key terms, etc.
- Curiosity and 'drive' to make sense of complex situations.

#### Location

Under current conditions we are all working from home, connecting regularly by video conferencing apps, phone and email.

Our office is located in Vauxhall, a few minutes' walk from Vauxhall tube station. We operate a hot-desking working style, with most team members working at least one day per week from home.

#### Salary

£55 - £70k (pro rata), dependent on experience.

Plus benefits and potential for share in profit-related bonus scheme.

#### How to Apply

To apply for this role, please email the following information to Tim Gage ([hr@sonnetimpact.co.uk](mailto:hr@sonnetimpact.co.uk)) by Midday on Wednesday 30<sup>th</sup> September 2020.

- a current CV, showing a continuous timeline of what you have been doing
- confirmation that references are available
- an explanation of what you would bring to Sonnet, and why this role is of interest to you

We look forward to hearing from you.