

## PRINCIPAL CONSULTANT

Glue Reply is looking for experienced managing consultants /practice managers who are able to step into key revenue generating, client and partner management / development and practice leadership positions. The successful candidate will be expected to help Glue Reply grow its business through identifying and growing both new and existing £M accounts taking responsibility for services propositions, bid and engagement management, account planning, and delivery team management. In this role the successful candidate will be able to scope to shape 'from the front' the services portfolio & capability direction of the business using leading enterprise integration and business-to-business technologies as well as leading industry concepts such as SOA, Cloud and Virtualised Computing.

### RESPONSIBILITIES

- Either (i) new name/practice development OR (ii) existing client development/management focus
- Identification, qualification and development of new opportunities across the portfolio of Glue Reply services.
- Proposition, bid management and engagement or 'lead' consulting responsibility on new client engagements
- Lead consultant /engagement management on assigned existing client engagements
- Account strategy planning, development and the mapping, co-ordination and allocation of appropriate Glue Reply /3rd party resources
- Identification of new services/practice opportunities within the defined market sector sector/allocated set of accounts
- Revenue/resource pipeline management and co-ordination with the Operational Management functions of Glue Reply

## REMUNERATION

- Competitive package
- Uncapped revenue & profit performance based earnings
- 24 month growth share ownership upside

## EXPERIENCE

- At least 15 years IT experience, with at least 3 years in a 'business winning' capacity for IT 'consulting' and 'delivery' services within
- New names and/or
- Existing accounts
- FTSE 100 client engagement experience and exposure to relevant methods and standards in some of the following disciplines:
- IT Transformation/Enterprise Architecture/Information Lifecycle Management/SOA & Integration/Application Delivery
- 'C' Level networking credentials in either (i) Retail/CPG (ii) Telcos (iii) Retail Finance/Insurance or (iv) Defence sectors
- Familiarity with sales methodologies or structured selling techniques
- Engagement management and project lifecycle management methods experience
- Demonstrable experience of IT strategy definition, planning and management
- A strong development or consulting technical background is preferred (i.e. depth as well as breadth of knowledge)
- Experience of successfully leading large and complex projects and delivery teams of 15+ consultants
- Demonstrable experience identifying /creating opportunities and taking the relevant actions to qualify and develop and manage through to closure.

## INDUSTRY EXPERIENCE

- Detailed knowledge of multiple industry sectors - retail, CPG, Tele-coms , eGovernment and Pharmaceutical preferable
- Both public and private sector experience desirable

## PERSONAL SKILLS & CULTURAL FIT

- Good interpersonal and influencing skills, quickly able to form strong client and internal relationships, building trust and confidence
- Able to very successfully act as both conservative trusted advisor or envisioning evangelist, depending upon circumstances
- Ability to professionally resolve difficult and uncomfortable workplace

situations, potentially with minimal peer or manager support

- Enthusiastic, pro-active and flexible attitude to work, with a willingness to both lead and be led where appropriate
- Demonstrable enthusiasm around such topics as IT Strategy, Agile IT, Enterprise Architecture, Enterprise Integration, SOA, Business Process Improvement, Governance, etc.
- Can express and communicate ideas in abstract and logical visual and verbal form
- Can bridge the `content ` divide between generalist business/IT consultants and deep lower level experts
- Good personal organisation, productivity and time management skills

## EXPOSURE

- Enterprise architecture methodologies and frameworks
- Preferable to have some knowledge of Architecture frameworks, such as TOGAF, Zachman, MODAF, IAF etc.
- Leading integration and SOA technologies including IBM WebSphere and Oracle Fusion
- Enterprise and Service-Oriented concepts, standards, and governance strategies
- Project and delivery management methodologies such as PRINCE2 and ITIL



Glue Reply is UK's leading consulting services organisation focused exclusively on optimising IT/Business alignment and minimising the cost of business and IT technology change. Our core proposition is to help organisations maximise the value from their change and technology investments by helping them define, design, implement and resource best practice:

- Enterprise architecture, incorporating the information and data architecture domains
- Data management & data governance
- Business and technology change management processes, roadmaps and competencies
- Business design and process management initiatives
- SOA and integration architecture, methods and platforms