

NETSCIENTIFIC PLC – DIRECTOR, CONSULTING SERVICES

About the Company

NetScientific PLC is a life sciences and sustainability technology investment and commercialisation group. We leverage trans-Atlantic relationships and global opportunities to deliver shareholder value.

We look to maximise shareholder returns through focused execution of our investment strategy with current portfolio companies, and targeted investments in existing and new investment opportunities.

NetScientific develops a customized investment and realisation strategy for its portfolio companies and seek to enable the companies we work to access the right type of funding, proactive management support and resources specific to their sector, stage of development and available opportunities.

Job description

This is a new role: the successful postholder will create a blue-chip consulting team, which supports existing and prospective NSCI portfolio companies to manage, develop, commercialise and deliver exceptional performance'

Key responsibilities:

- To build a team of 3 to 4 senior consultants, plus a cadre of independent associates (including existing in-house resources) all with successful backgrounds in industry and business as well as proven track records of providing management advisory services
- To create and drive business sales/growth across target markets / clients by identifying (*with the support of the NSCI plc and EMVC boards*) the right new business opportunities for promoting our consulting proposition to clients
- To support design and delivery of quality consulting projects by the team across multiple workstreams, on time and on budget
- To manage the consulting business, including: prepare business plan, price list, proposal template, sales and marketing strategy, targets and development needs
- To manage account and client relationships, and liaison with the fund raising and investment management team of NSCI group, EMV Capital and any NSCI Board representatives at client companies
- Team leadership, people management and talent development
- To achieve key operational performance metrics (*to be agreed with the NSCI group Executive Chairman*), including: billable utilisation, revenue per employee, project margin and client satisfaction.

Example consulting projects with NSCI portfolio companies may include preparing a company for IPO/Exit, business strategy reviews to unlock value and accelerate growth, building and implementing turnaround plans.

Person description

The successful postholder must have a strong track record of providing consulting services, successful new business development and building client relationships with e.g., the Big 4, BCG, PA, Accenture or a leading specialist consulting firm.

The postholder will have a real interest in start-up businesses and be able to work independently in an entrepreneurial start-up environment where various aspects of the business are still being developed, decisions are made quickly and plans across new activities may take place at speed.

Essential experience, skills and knowledge required:

- Extensive experience in consulting for one or more of life sciences / healthcare, sustainability, technology and start-up / growing businesses
- Broad skills and knowledge across a range of consulting services including some of the following: strategy development and performance improvement; project and programme management; risk, controls and governance; commercialisation; HR support
- Initiating and developing effective commercial relationships with C-suite executives and other senior stakeholders across small to large size organisations to drive profitable and sustainable growth
- Leading high-performing, multi-disciplinary consulting teams
- Key consulting skills, including: excellent interpersonal skills, good oral and written communication skills, strong critical thinking and analytical abilities, commercial awareness, tact and persuasive ability, good numerical skills and attention to detail
- A first degree in any discipline, 2.1 or higher, and/or an MBA.