

## **AEA Consulting**

### **Job Description – Senior Consultant, London**

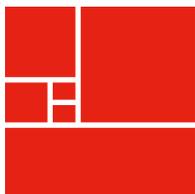
Senior Consultants are responsible for:

- Leading consulting projects, managing relationships with clients, and ensuring the successful delivery of consulting assignments.
- Winning work, both by responding to requests for proposals that we receive, and by generating new business development leads
- Generating sector thought leadership through writing and participation in conferences, etc.
- Contributing to the development and ongoing refinement of AEA's practice methods and knowledge management approach
- Managing Research Analysts, Consultants, Summer Analysts, and/or administrative staff and free-lance associates, supporting their training and development and adherence to the highest professional standards.

We seek Senior Consultants with broad understanding of the cultural and creative sector, and specific expertise in areas such as business and operational planning for arts organisations; architecture, urban planning and regeneration; capital project planning; cultural policy and planning.

### **Position Qualifications**

- 7+ years professional experience in either business consulting, cultural sector or field related to our clients
- Track record in winning new business
- Specific expertise in at least one of the following areas:
  - Business and operational planning for arts organisations
  - Architecture, urban planning, master planning
  - Capital project planning
  - Cultural policy and planning
- Substantive knowledge of one or more artistic disciplines; master's degree in field related to our clients' work (business administration, architecture/urban planning, cultural policy, arts administration, etc.)
- Strong analytical and problem-solving ability
- Excellent communication and presentational skills, including strong writing ability



### **AEA Consulting**

5 Hanna Lane, Unit 6 • Beacon, NY 12508  
Tel: +1 845 765 8100

Somerset House, South Wing • Strand • London WC2R 1LA  
Tel: +44 20 7257 9481

[www.aeaconsulting.com](http://www.aeaconsulting.com)

- Strong technical skills (including fluency with Microsoft Word, PowerPoint, & Excel and Adobe InDesign or other Creative Suite programs)
- Exceptional organizational skills, ability to focus, work efficiently and on multiple tasks in a stimulating, upbeat, yet often high-pressure environment
- Spoken and written fluency in English required; one additional language preferred (particularly Chinese, Arabic, and Spanish)

The successful candidate will be:

- Passionate about arts, culture, and creativity
- Intellectually curious
- Culturally sensitive and adaptable
- Entrepreneurial and driven
- Accustomed to working in a demanding, fast-paced environment
- Willing to travel

### **Salary and Benefits**

Salary is commensurate with experience. Position benefits include:

- Potential for year-end performance bonus
- Pension contribution
- 28 days paid leave
- Professional development budget
- Mobile phone
- Occasional telecommuting

