

Why we're hiring

Growth

Strategy

Consultancy

For Media

These words represent what we are, what we do and where we currently are in our development. Ocean is a strategy consultancy focused on media, providing revenue growth focused advice to media owners and investors, currently facing growing demand and the need to build our delivery capacity.

This is a great chance to join at a key time in Ocean's history and have an impact on leading media companies, both in the UK and worldwide, as well as Ocean's future. As a new team member you will be well positioned to benefit from the next phase of Ocean's growth.

We are looking to grow our core consulting team at all levels and are hiring Managers, Case Team Leaders and Consultants.

As a media-focused firm we feel we are different from the rest – passion, depth and a real team spirit are Ocean's key features.

If you want to be part of our team, delivering strategic excellence to the most challenging clients in the most dynamic sector of all, we'd love to meet you.

Ocean Strategy Manager

As a manager at Ocean Strategy - specific duties include:

- Project team management
- Client deliverable production and execution
- Client relationship management (all levels)
- Client development through follow-on sales to existing clients
- Development of Ocean's case team leaders and senior consultants

Project Team Management:

- Manage large consulting teams through all stages of the client engagement
- Clearly and logically structure project work-plans ensuring an appropriate division of workload
- Scope and develop project plans for client assignments
- Ensure that goals and objectives for each individual are clear and met along with the overall team goals and objectives
- Ensure that all communication is clear and objectives are agreed and understood
- Lead through example

Client Deliverable Production and Execution:

- Drive the production of client deliverables
- Develop hypotheses and issue based analyses
- Structure and guide analysis of team members
- Draft presentation and storyline

Client Relationship Management:

- Build trusted advisor status with key client contacts
- Keep client informed of finding and progress and manage expectations
- Demonstrate business development potential by securing follow-on work
- Proactively initiate client development work relating to identified client opportunities

Development of Ocean Consultants:

- Provide the necessary training and direction for the consultant team
- Understand strengths and development needs of Ocean's case team leaders and consultants in order to effectively assign workstream responsibilities
- Possess a strong consultant's toolkit potentially acquired across all levels of a consulting firm and an ability to share that knowledge
- Undertake ongoing development and mentoring of team members

Core deliverables:

Managers will need to take responsibility for:

- Excelling consistently in execution and delivery
- Production of client-ready deliverables without significant director guidance
- Assisting in growing existing client relationships
- Developing and monitoring progress of the team and reporting to the Directors
- Contributing to all aspects of firm's development

Manager - Skills and Experience

Essential

- Relevant strategy consulting or private equity experience
- Comfortable presenting to and communicating with board-level clients
- Dynamic and entrepreneurial
- Desire to play a significant part in the development of all aspects of a small strategic consulting firm with strong growth potential

- Clear leadership capability with the ability to manage and mentor other individuals within the firm
- Conceptual and analytical strength
- Strong client management skills
- Strong and clear communicator (internally and externally)

Ideal

- Experience of media and publishing industry
- Experience of working in continental European markets on consulting or other assignments using second languages
- Additional languages

Competencies

- Good interpersonal skills with the ability to manage or be part of a high calibre team of consultants
- Approachable and personable with an ability to listen to others' opinions and where appropriate provide leadership and direction
- Decisive manner and the ability to instil confidence in both clients and colleagues
- Excellent attention to detail, well organised and with the ability to organise the activities of others
- Tenacious and target-orientated to ensure that all work is completed to schedule maintaining focus when under pressure
- The ability to think both analytically and creatively and always seek to identify solutions rather than problems
- Experience at juggling many responsibilities simultaneously and good prioritisation skills
- Used to managing a busy and heavy workload

Managers - Package

The exact package will be dependent on the candidate.

Remuneration will be at the upper-end of strategy consulting market rates. A highly competitive base salary will be supplemented by a significant bonus, based on individual and firm performance. The directors also offer discretionary bonus payments based on exceptional contributions in individual assignments.

Critically the positions will have a clear visible path to director level within 1-3 years for a candidate that displays sufficient excellence in delivery. Given that directorship will offer significant equity participation in a valuable and growing asset, this provides a significant addition to the potential future value and earnings of this opportunity.

This is a significant opportunity for a high class individual to build a high strategy consulting reputation among key clients and sub-sectors of the media industry – and recoup the commensurate rewards.

How to apply

Please send your CV and covering letter to recruitment@oceanstrategy.com. We look forward to hearing from you.