

BUSINESS EXECUTIVE

Persides is a high calibre independent consultancy with core values focused on customer satisfaction. We offer innovation and supply experts into the Defence and Energy markets with experience spanning the whole project lifecycle. Employees are individually selected for specific roles based on their expertise, experience and inter-personal skills.

Persides' success is based on its excellent blend of consultants created by graduates, high calibre Defence and Nuclear industry experienced staff and suitably qualified and experienced personnel. In return we offer a fast paced commercial environment presenting talented individuals with the opportunity to apply and advance their expertise.

Key Responsibilities

Persides are offering a challenging and exciting opportunity for a Senior Consultant to join the Management Team; we are looking for a Consultant equipped with strong business acumen to take a pivotal role in enhancing our position in the Nuclear sector. The Business Executive will have a wealth of experience, knowledge and contacts gained from the Nuclear industry and shall have a flair for identifying and capturing business opportunities.

- Providing a direct and hands on consultancy service to clients
- Providing technical advice in one or more of the following key areas: Supply Chain Management, Project / Programme Management, Risk Management, Safety, Human Factors, Scheduling.
- Carrying out detailed presentations to customers and Management
- Supporting establishment of the Nuclear capability to successfully present our offering
- Driving sales growth within the Nuclear sector
- Providing operational support to the wider business

Technical Competencies

Essential

- Undertaken a technical or management consulting role
- Considerable experience working within the Nuclear industry
- SQEP qualified, ideally with Nuclear Passport
- Proven success in customer engagement at board level
- Experience of managing multiple projects simultaneously
- Due to the security clearance requirements of this role candidates should be SC cleared at the point employment commences

Desirable

- Ideally experience in Decommissioning, New Build and Generating projects
- Degree in relevant technical subject and / or a professional business qualification
- Broad engineering experience
- Chartered Engineer status

Behavioural Competencies

Essential

- Able to apply a commercial knowledge to work considering financial and competitor factors
- Demonstrable skills in building wide and effective networks of contacts
- Able to present ideas successfully, coupled with strong negotiation and persuasion skills

- Quickly take the initiative, making prompt decisions with considered risk
- An excellent communicator with strong listening skills and a proactive approach
- Adopts high quality standards focussed on service delivery and excelling expectations
- Operates effectively in a pressured environment with multiple demands

Desirable

- Staff Management – able to lead others with clear direction and providing development and coaching support
- Innovative approach motivated by influencing and directing positive change and adding value

Rewards

- Salary - £Competitive
- 23 days holiday
- Bank holidays
- Discounted health cover scheme
- Performance bonus – individual & company
- Tools (laptop, phone as required)
- Employee events