

Consultant

London / Seattle

Role Overview

The Consulting team has been a vital part of Momentum's success over the last ten years. Our Consulting team is very different to that of many agencies. We're at the forefront of our engagement with clients, leading the interactions, shaping programmes and delivering.

Clients look to you as a Consultant to be the engine-room for successful programmes that deliver success. That almost always means you driving work forward - whether that's a 1:1 or 1:few ABM plan, engagement plan or social enablement programme. If we're going to deliver on a mission to be one of the world's leading growth consultancies, your role is critical in terms of delivering great work.

In three words, your aim is to focus on **Quality of Delivery**. That will naturally involve most of the following personal attributes: organised, resilient, productive, expert. It goes without saying you work hard, are adaptable, can think on your feet and always deliver.

Role Responsibilities

- Take responsibility for quality and reliability
- Have a sound understanding of the client's business
- Participate actively in client calls and meetings
- Deliver efficiently and on brief
- Push forward and not get waylaid by avoidable obstacles
- Become an internal subject matter expert who helps us define best practice in a specific area
- Maintain the confidence of the client's marketing team through your focus on successful implementation
- Stay at least one step ahead of the client
- Implement effective programmes that deliver good outcomes
- Work with internal teams to deliver those programmes
- Grow your own skills and capabilities

KPIs

The most important KPIs are linked to client retention and growth. The KPIs will differ according to the context of each client but will typically include:

- The client is positive about the experience of working with Momentum
- The client stays loyal to Momentum
- The client increases their spend

About Momentum.

Momentum is an account-based marketing consultancy. We help global B2B organisations transform how their sales and marketing teams grow their biggest customers. Over the last 8 years we have become the top destination for global organisations with complex offerings across technology, financial services and professional services.

You can expect to work with some of the world's most exciting brands, including Google, Amazon, Oracle, and Deloitte. Our clients work in competitive markets and look to us to help them find differentiation - with go-to-market strategies that put customer relationships first through sales and marketing partnership.

Our teams work at the intersection of insight, consultancy, and creative. We bring these disciplines together to help our clients build their businesses. If you're up for a challenge and excited to be part of a new way for sales and marketing to come together, we'll offer everything you need to build and grow your career.

To apply for this role please email Rhian Price, our People Director at rhian.price@wearemomentum.com