



**Job Title:** Consulting Manager  
**Reporting To:** Partner  
**Office Base:** Manchester

### Role Objective

Contribute to the identification and successful delivery of client engagements, collaborating with internal teams to achieve outstanding outcomes. Drive business development efforts, stay updated with industry trends, and actively contribute to the growth of Swan Partners. Embrace a collaborative and supportive team environment while making a meaningful impact in the financial consulting industry.

### Remuneration

- Competitive salary.
- Post probation, participation in Swan's bi-annual discretionary cash bonus scheme, subject to business and personal performance.
- Comprehensive benefits package

### About us

Swan Partners is a rapidly growing finance consultancy based in central London and Manchester, providing hands on finance and commercial expertise and support to finance directors and senior teams to assist them through demanding and often unusual periods of change.

Typically, we work with clients during transactions (mergers, acquisitions, disposals, refinancing), also with operational improvement activities (cash flow modelling, forecasting, reporting and KPIs, finance function review and improvement) and to deliver commercial initiatives (costing, procurement, contracting and negotiations).

Our team has worked on over 750 projects for a range of PE backed, midcap and listed corporates, as well as the NHS, other government bodies and charities.

## Consulting Manager Key Responsibilities

### Delivery:

- Lead and deliver multiple client assignments concurrently, showcasing autonomy, expertise, and exceptional results.
- Work independently, efficiently managing time for thorough work reviews.
- Ensure timely delivery of agreed outputs according to client work plans.
- Identify and escalate issues, proposing effective solutions to mitigate risks.
- Present work in a well-structured and clear manner, exceeding expectations of project leads and clients.
- Review consultant work and create polished final client deliverables.
- Maintain comprehensive project documentation on shared drives and company platforms.
- Provide guidance and coaching to consultants, overseeing their work on select projects.
- Foster proactive communication with project members and offer direct guidance to consultants when needed.
- Proactively liaise with client counterparts, ensuring effective project setup and coordination.
- Take the lead in drafting comprehensive cost and project status updates.
- Demonstrate flexibility in servicing client and business needs.
- Contribute to project design and work plans, suggesting alternative solutions and creative approaches.

### Business Development:

- Cultivate and maintain strong relationships with clients, driving continuous business growth and referrals.
- Gain a deep understanding of clients' business challenges and contribute to identifying additional work opportunities.
- Effectively communicate Swan Partner's activities and positioning to clients.
- Support business development efforts through analysis, lead generation, and proposal preparation.
- Assist in researching client businesses, uncovering untapped opportunities, and preparing compelling proposals.
- Contribute to the development of new products and services, shaping the future of Swan Partners.

### Organisational:

- Identify and address team training needs, actively participating in training events to enhance skills.
- Engage in internal meetings and activities, fostering collaboration and teamwork.
- Stay up to date with the latest technical skills and qualifications, seeking relevant training as necessary.
- Ensure accurate and timely compliance with administrative requirements.
- Support and contribute to internal activities, showcasing commitment to the company's success.
- Thrive within a collaborative and flat organisational structure, leveraging skills to enhance teamwork.



**Person Specification – Consulting Manager**

Area	Requirement	Essential/ Desirable
Qualifications and Skills	Fully qualified accountant (ACA / CIMA / ACCA or equivalent)	Essential
	Strong excel skills - quick and accurate manipulation of data	Essential
Experience	2.5+ years PQE	Essential
	Successful time pressured project delivery for external clients	Essential
	Good working application of UK Accounting Standards	Essential
	Transactions support experience from a recognised top tier firm	Essential
	Team management, successfully allocating work to junior team members and leading a team	Essential
	Consultancy and or advisory experience in a recognised top tier firm	Essential
	Industry experience in Business Partner roles or special projects, being the first point of call for clients	Essential
	Concurrently working on multiple projects fulfilling a manager role, ensuring client needs are met at a high standard	Essential
Competencies	Excellent interpersonal skills	Essential
	Effective proactive planning and organisational skills	Essential
	Ability to work autonomously	Essential
	Excellent communicator, able to keep the senior team members up to date on project deliverables and key achievements while keeping them 'out of the weeds'	Essential
	Ability to oversee, plan and direct work for more junior colleagues on multiple projects	Essential
	Ability to work to tight deadlines when required	Essential
	Takes ownership of work and consistently produces high quality outputs	Essential
	Flexible approach to work	Essential
	Ability to create and work with data cubes	Essential
	Experience of working with direct and indirect cashflows	Essential
	Ability to translate data into relevant business information for the business operations and commercial position, modelling real time analysis of different scenarios	Essential
	Ability to work / communicate effectively with clients across all levels within pressured environment	Essential
	Excellent presentation skills	Essential
	Ability to communicate complex information effectively	Essential
	Ability to rapidly gain insight into new businesses / industries, the issues and provide solutions	Essential
	Excellent project management skills	Essential
Clear and articulate report writing skills	Essential	
Designing and building driver based integrated P&L,BS,CF excel based models	Desirable	
Working knowledge of Power BI / Power Query and or other data analysis tools	Desirable	