

## JOB DESCRIPTION

**Job Title:** Senior Commercial Consultant  
**Reporting to:** Advisory Director

**Department:** Insight and Advisory  
**Location:** Bath Office

## DEPARTMENT DIMENSIONS

The Commercial Group consists of two teams, Insight and Advisory, headed by two Directors.

Directors: Insight Director / Advisory Director  
Teams: Insight Team / Advisory Team

## JOB PURPOSE & SUMMARY

An integral member of the Advisory Team within Zenith's Commercial Group, the Senior Commercial Consultant will be responsible for proposing, planning, implementation and successful delivery of advisory projects. You will join Zenith as a senior consultant and possess commercial acumen in the beverage and dairy industry to knowledgeably advise clients on strategic recommendations. The ideal candidate will be confident in undertaking new challenges, able to harness the collective strengths of the team to deliver high quality work, strong communicator, able to work on multiple assignments in a fast-paced environment, and comfortable in presenting and providing recommendations to senior management.

## KEY RESPONSIBILITIES

1. **Client engagement:** Day-to-day liaison with clients from project inception through to project completion ensuring all core objectives are met. Developing client relationships and converting potential leads to proposal and projects. Supporting key account management activities.
2. **Advisory development and thought leadership:** Contribute to the development of new client-facing consulting tools and processes
3. **Project management:** Planning, organising, implementing and closing advisory projects. Lead projects of varying complexities either as an individual or as a team.
4. **Project delivery:** Be confident in delivering the final output to clients, written or in presentation. Be able to devise solutions to clients' problems. Successfully delivering projects to clients' satisfaction.
5. **Research and analysis:** To gather and analyse qualitative and quantitative data, develop insights and recommendations, and convert into client-presentable format.
6. **Building expertise:** To build expertise in key categories, countries and regions relevant to the food and drink industry, especially beverages and dairy.

**7. Team development and guidance:** To develop the skills and experience of the team by mentoring staff and facilitating their career development within Zenith in line with Human Resources policy.

## IDEAL CANDIDATE

### SKILLS & QUALIFICATIONS

- Passion for food and drink industry
- Preference to candidates with minimum 3-5 years food and drink or FMCG industry experience in sales, marketing, supply chain or purchasing
- Track record of leadership, project management and continuous improvement
- Ability to effectively communicate complex ideas in writing and orally in English
- Deep commercial acumen and understanding of clients' industries and their strategic and operational challenges and opportunities
- Exceptional analytical and quantitative problem solving skills
- Tenacious in the pursuit of information
- Proactive, resourceful and able to multi-task
- Strong team player
- Creative and independent thinker, enjoys being challenged
- Proficiency with Microsoft Office applications and at minimum, intermediate level in MS Excel, Word, and PowerPoint
- Fluency in other languages preferable, such as Mandarin, Arabic, Russian, German, Portuguese, or Spanish
- Advanced graduate degree and excellent academic record in Business, Commerce, Economics or Arts

### COMPETENCIES

- Planning and organising
- Proactivity and initiation
- Meeting and exceeding customer expectation
- Collaborating and influencing others
- Effective communication
- Accountability
- Analytical and conceptual thinking
- Accuracy and attention to detail

## KEY STAKEHOLDERS

**Internally:** All Zenith employees.

**Externally:** Participation in Zenith and other organisation industry events / tradeshow / webinars. Industry stakeholders for data collection. Management of existing and prospective Zenith clients.

Travel may be required depending on project requirement.

## COMPANY BENEFITS

- Holiday entitlement is 28 days including bank holidays (increasing a day with each year of service up to a maximum of 33) plus 3 days between Christmas and New Year
- Discounted gym membership
- Private Health cover
- Pension
- Life Assurance
- Sick pay scheme
- Cycle to work scheme
- Childcare voucher scheme

## EMPLOYMENT CONDITIONS

- Permanent, full-time position, Monday – Friday 8:30 – 17:00
- Hours of work 37.5 per week with 1 hour for lunch
- The notice period will be two months on either side following successful completion of probationary period of 6 months

## HOW TO APPLY

To apply for this role, please visit our website [www.zenithglobal.com](http://www.zenithglobal.com), complete our application form and attach your CV and cover letter.