

Senior Commercial Consultant

Reporting to: Insight & Advisory Director

Location: Bath Office

WHO WE ARE

Zenith Global is an established, specialist consultancy offering commercial and technical advice to food and drink companies, packaging companies, investors, governments and public agencies.

Zenith Global's Insight & Advisory team provides clients with 4 main services:

- Market and category research
- International expansion and market entry
- Commercial strategy development
- Partner search, recommendations and lead generation

WHO WE ARE LOOKING FOR

We are looking for a Senior Commercial Consultants to join our team. We want people who can lead our project teams, advise our clients and enhance our working environment. This role will suit someone who is interested in the food and drink market, is confident building relationships over the phone and face-to-face in order to win new consulting work, has a track record of solving problems, possess strong business acumen, is able to assimilate new information quickly, has strong written English, numerical and presentation skills, and effectively leads and manages projects.

This is a demanding role in which you will be expected to win and deliver high quality work through client service, relationship building and industry knowledge. The right candidate will have the opportunity to progress quickly.

Previous experience in management consulting will be highly beneficial.

WHAT YOU CAN EXPECT

The role will be based at our offices in Bath. The main activities of a Commercial Consultant are:

Market research – Undertaking market research including quantification (market, category, channel and brands), forecasting, market and product segmentation, competitor profiling and benchmarking, and trend identification.

Proposal development and writing – Working with the rest of the team to develop and win proposals including background research, development of methodology, and budgeting.

Project delivery – Supporting the team with project delivery through market research, competitor profiling, partner searches and providing strategic recommendations.



Relationship building – This is a client facing role and in order to support our project deliverables you will be expected to build relationships with industry players over the phone and face-to-face.

Presenting internally and to clients - Developing and, where applicable, presenting both to colleagues and clients.

Report writing and insight generation – Writing and contributing to Zenith’s report programme. For any Commercial Consultant joining the team we will agree a Zenith report which you will author within 6 months of joining the team allowing you industry exposure and the opportunity to increase your expertise in a particular sector. Furthermore, you will contribute to our annual reports programme.

Our clients are based all around the world and travel is part of the role.

THE WORK ENVIRONMENT

Zenith Global invests heavily in creating a culture of quality, professionalism, mutual support and team work. We are proud to have our ISO 9001 Quality Management which we pursue through a number of formal measures to this end, but more important is our teams’ commitment to those values.

We hold regular internal and external training to support our team’s development. Furthermore, all consultants will be provided with a clear training programme where you will learn the required skills to be successful, both to support you in your current role and develop you for progression.

We offer a wide range of employee benefits such as a comprehensive healthcare package (private and cash plan), life assurance (4 x basic salary), discounted gym membership, a holiday allowance, which increases with length of service and includes Christmas closure days.

Zenith Global is based in the World Heritage City of Bath. Our team live in Bath, Bristol or the surrounding towns and villages. Our office is based in the centre of the town and is easily accessible.

APPLICATION PROCESS

Are you seeking to develop or strengthen your project management skills within the Food and drink industry? Could you build a career as a consultant within Zenith?

If the answer is yes and you have an excellent academic record in Business, Commerce, Economics or a similar subject and you possess strong numerical and problem-solving skills, please apply by sending us your CV and covering letter demonstrating how your skillset and experience are a good match.