



ATM & Airports Consultancy

Director

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1 Summary

Job Title	Consulting Director
Job Type	Full Time, permanent staff role
Location	Bournemouth, UK
Reporting to	Managing Director
Salary	DoE

2 About Us

Think Research is a global Air Traffic Management and Airports consultancy headquartered in Bournemouth, UK and with a subsidiary in the Middle East. We specialise in improving our client's operational performance and in conducting regulatory, strategy and policy analysis. In the 17 years since the company started we have worked with 70 clients from 33 countries across 5 continents.

Even in today's challenging market, we are a growing consultancy with ambitious growth plans. We have achieved strong growth through:

- High client retention.
- High staff retention.
- Exceptional track record of delivery.

The input of our staff into the company, its direction and its growth are key to us and we offer:

- Competitive rates of pay.
- Above average pension scheme.
- 36 Days holiday (inclusive of UK Bank Holidays).
- Generous Maternity & Paternity pay.
- Company Sick Pay scheme.
- Flexible working options available.
- Worldwide travel opportunities.

3 Background to the role

For the last five years the company has operated with an executive team of Directors including a number of Account Directors, a Sales Director and a Managing Director. This has allowed the business to develop and grow, even when faced with the challenging impacts of the pandemic on the aviation industry. During 2021 we have seen the demand for our services globally continue to increase. When combined with the current growth targets within the business we need to add to our top team to help us to achieve our ambitions and take the company to its next stage of development.

We are looking to add to the UK based executive team with an experienced consultant who will take overall responsibility for growing a dedicated business area within the company. At present, the company operates three main accounts or business areas. Whilst the business is structured to deal with this allocation, there is room for an alternative division of responsibilities to accommodate the right person and the most appropriate strategy for continued growth.

4 Responsibilities

The Director will be responsible for:

- Growing the Think client base and project portfolio.
- Providing initiative, direction and oversight for a set of related projects within Think.
- Providing leadership, direction and mentoring to staff.
- Marketing Think's operational and technical capabilities.
- Making active technical and operational contributions to projects (all Think staff including Directors are expected to contribute to project delivery).
- Responding to and resolving difficult and sensitive customer inquiries.
- Using their existing network and/or networking skills to win new business.
- Writing successful bids and negotiating contracts with clients.
- Travelling to customer sites for both project delivery and customer engagement.

5 Suggested profile

We appreciate that good people come from different backgrounds. For that reason, this job is more about the right person over an exact profile match. We therefore have some flexibility in our requirements and "ideal" candidate. The below are some *typical* requirements we might expect from anyone interested in this role.

- At least 10 years' experience working on air traffic or airport projects (operations / airfield / ATM) in places such as the UK, Europe, Middle East, Far East.
- Experience in winning and delivering significant consultancy projects in the ATM, airport or broader aviation industry.
- Excellent knowledge of current and future airport / ATM technologies, operations, policies and regulations.
- A strategic, innovative mindset and the vision to identify and implement growth plans.
- Knowledge of / experience in our key service offerings.
- Enthusiasm for the role of selling consultancy services.
- Willingness to travel worldwide as and when required.
- Excellent customer facing skills.

Above all, as a Director you will be expected to push forward the growth of the company and you will have the leadership abilities to motivate a team of consultants to help grow your business area. You will be an ambitious, flexible and above all personable candidate able to communicate confidently, adapt quickly and act on your own initiative.

We're not a big, process heavy bureaucracy so if you are looking for a well-worn, fully mapped out career route we are likely not for you. If on the other hand you like challenge, working on the edge of your comfort zone and the diversity of opportunity that comes from being part of a growing SME then we can give you a fantastic environment in which to really make your mark on a growing company.

6 How to Apply

To apply for this position please send a cover letter expressing your reason for applying for the role along with your CV to jobs@think.aero. Applications without a tailored cover letter will be rejected. If in the first instance you would prefer to talk to us in more detail about the role, contact jobs@think.aero to arrange an initial conversation with our Managing Director.

We would expect candidates who are selected for interview to present their ideas on how they could fit into the business and help us achieve our aim of growing the company. We would expect the Director to be based at our office in Bournemouth although more flexible arrangements for the right candidate will be considered.