



# Senior Innovation Consultant

## SUMMARY

We are a fast-paced, tech-enabled consultancy who work with some of the world's largest and most interesting companies to solve the 21st century's greatest challenges. We are a vibrant interdisciplinary team of creative problem solvers who want to change the way the world innovates.

As an excited and output-driven consultant you will be instrumental in how we help our clients create and manage innovation programmes, facilitate sprints and manage ongoing ventures and portfolio investments.

## WHO WE ARE

Since 2015, we have been on a mission to bring elegance, rigour and structure to the world of corporate innovation. We have been quietly turning heads at some of the world's most successful companies and winning recognition from the likes of the Lean Startup Summit or the Founders Factory.

We've achieved this through our unique offering. We're a consulting service that is supported by technology that allows us to do what we do at scale. Our innovation platform permits business leaders in large organisations to unlock the potential of their people and then to measure and manage the ventures they invest in.

We're now ready to grow, and ready to impact an ever wider array of industries. **To support this growth, we are now looking to hire a senior innovation consultant to join the Pollen8 team in London.** We are looking for someone who is **experienced in innovation methodology** as well as **account management**, as we are required to work daily with **organisation leaders and C-suite level stakeholders**.

## RESPONSIBILITIES

We're looking for an excited and exciting person who will be capable of delivering our offering, end to end, design & run workshops and sprints and manage C-suite level stakeholders across projects. You will enjoy working in a fast-paced environment and will be bold with clients and your new ideas.

To be successful in your work with Pollen8, we expect you to drive our three main areas of focus: **delivery, strategy consulting** and **account management & planning**.

- Co-create innovation programmes (with org. leaders)
- Onboard C-suite level stakeholders to our product through demos and workshops
- Design and deliver innovation Sprints and workshops
- Support venture-owners with their ideas across various industries and help them manage their, often senior or C-suite, stakeholders
- Be bold; constantly work towards educating organisation leaders on their responsibilities as innovation enablers
- Support organisation leaders in their portfolio management and investment decisions
- Demonstrate the ability to upsell and negotiate contracts
- Upsell to clients as they progress through the Pollen8 innovation framework
  - Upselling from local to global
  - Event facilitation and talks
  - Services
  - Product tools and features
- Help develop Pollen8 library of tools, playbooks and workshops
- Work closely with other parts of the business, for example BD, product and design, in order to successfully deliver projects.

## QUALIFICATIONS & SKILLS

We are looking for someone who has the background and expertise to hit the ground running with new clients. You will be able to demonstrate:

- At least 4+ years work experience in innovation (ideally in consulting, corporate innovation or technology)
- Comfortable leading on client accounts
- Strong skills in client and account management
- Able to own conversations with senior and / or C-suite level stakeholders
- Comfortable upselling and negotiating
- Strong in leading workshops
- Good understanding of innovation methodology and tools

- A strategic, problem-centric and outcome-driven mindset
- Team player: collaborative, inclusive and transparent with highly developed interpersonal and communication skills (verbal and written)
- High level of organisation, adaptable to a fast changing environment
- Sound decision-making and prioritisation skills with strong attention to detail
- Project management experience and a strong ability to set priorities, establish process or drive improvements on existing methods
- A charismatic and empathetic personality

## **APPLY**

We would love to hear about why you want to work in a rapidly-growing startup like ours and what excites you about excelling with us in the innovation space.

Please submit your CV and a cover letter to both: [sophie@pollen8.io](mailto:sophie@pollen8.io) and [callum@pollen8.io](mailto:callum@pollen8.io)

At Pollen8, we don't just accept difference - we celebrate it, we support it, and we thrive on it for the benefit of our employees and services. Pollen8 is proud to be an equal opportunity workplace and is an affirmative action employer. We are committed to equal employment opportunity regardless of race, colour, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability or gender identity.

Date updated: **4th June 2019**