

JOB DESCRIPTION

- Position: Senior Consultant – Workplace Optimisation (Thrive)
- Location: Multiple client site & occasional home working, based from our office in Bloxham, Oxfordshire
- Reports to: Director of Operations
- Package: Competitive salary, pension, 28 days holiday, flexible working and the opportunity to work with world class clients (e.g. King's College London)

SUMMARY

The LCMB team are growing!

We are looking for someone to join our team that offers our clients advice and support on the performance of their buildings. The successful candidate will help to grow our Thrive offer to optimise the performance of our clients works places. Our offering evaluates and identifies areas where existing workplaces can be improved building on the project management, facilities management, estate management and procurement expertise of our business.

Our Thrive service has been developed over several years of research with world class partners and the support of Innovate UK.

LCMB improves our customers building performance and productivity through consultancy, project management and hands-on-support that delivers:

- Improved staff wellbeing, performance, and productivity
- Reduced costs, energy/consumption, and carbon emissions
- Enhanced and boosted hard and soft FM performance
- Successful capital projects on time and on budget

As an active member of the team you will be required to work on existing and future contracted works for LCMB and take charge of managing and commercialising the launch of our Thrive service with our Managing Director and Director of Operations.

LCMB have secured new grant funding and a Knowledge Transfer Partnership with Innovate UK and the University of Reading to launch our workplace evaluation service and to build our workplace optimisation software.

This role offers a unique opportunity to be part of a team that is focussed on growing our business to a market leading position. LCMB are experts in building performance and this role will offer the opportunity to apply skills in M&E, FM, Estate Management, innovative thinking and commercial judgement to make a real difference for our clients using our Thrive platform.

KEY RESPONSIBILITIES

As Senior Consultant you will be expected to:

- Work with our Managing Director and Director of Operation to deliver our plans to commercialise and scale our Thrive service
- Work collaboratively across the LCMB team to deliver services, projects and solutions for existing and new customers
- Engage with our client organisations to understand their operations and to develop and deliver strategic, practical, and innovative solutions for our clients
- Carry out due diligence, technical assessments, and operational modelling on behalf of our clients
- Act as a professional representative of both LCMB and our clients and protect their best interests both internally and with third parties
- Present findings in credible and easily understood terms through formal and informal written reports and personal presentations
- Act as an advisor to our clients to assist them with estate and property related project planning, strategy, and delivery
- Develop and implement key account strategies to improve our service and sales to existing customers
- Prepare and assist the LCMB team with bids and proposals for new work

The role will be based from our offices in Bloxham with opportunities to work from home or our client's premises as each project requires.

WHAT WE ARE LOOKING FOR

The attributes, skills and qualifications you'll need for this role are:

- Strong background with demonstrable experience, qualifications and/or accreditation to support your application.
- A recognised qualification within workplace wellbeing, FM, M&E or project management would be advantageous
- Commercial, operations and/or consultancy experience working within the built environment, construction, maintenance and/or FM
- Knowledge of BMS, IoT and sensor technology and communication protocols
- A strong drive and desire to make a big difference for customers as well as the energy and drive to deliver results and make things happen quickly
- The ability to work well with a large cross-section of personalities and clients' personnel that range from board room to shop floor
- Commercial and operational experience in defining, planning and delivering projects on time and within budget on behalf of clients.
- The ability to work unsupervised and manage your own time in the most effective way to meet internal and external targets and deadlines
- Experience of working in business to business markets
- A proven ability to understand customer problems, generate proposals and convert them into sales
- Commercial astuteness and the ability to creatively solve problems

- An excellent knowledge of strategies and operations across all elements of the modern workplace (including hard and soft FM, resource optimisation, wellbeing and people productivity)
- The ability (and credibility) to demonstrate business insight(s) and engage customers and potential customers
- Excellent interpersonal, presentation and written skills
- You will be a member of a relevant industry body
- A desire to grow and advance with the growth of our business

TO APPLY

For further information about the company, please visit our website: www.lcmb.co.uk or for an informal chat about the role you can contact John O'Brien, Founder and MD on 01295 722 823 or by email: john@lcmb.co.uk. We value diversity and would actively welcome applications from anyone with visible or invisible differences.

To express an interest please forward your CV, with covering letter, details of your availability and expected package to Jo Hermon at jo@lcmb.co.uk

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European Union

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