

## Principal, Crisis & Security Consulting

Control Risks is a specialist risk consultancy that helps to create secure, compliant and resilient organizations in an age of ever-changing risk. Working across disciplines, technologies and geographies, everything we do is based on our belief that taking risks is essential to our clients' success.

We provide our clients with the insight to focus resources and ensure they are prepared to resolve the issues and crises that occur in any ambitious global organization.

We go beyond problem-solving and give our clients the insight and intelligence they need to realize opportunities and grow. From the boardroom to the remotest location, we have developed an unparalleled ability to bring order to chaos and reassurance to anxiety.

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### Our people

Working with our clients our people are given direct responsibility, career development and the opportunity to work collaboratively on fascinating projects in a rewarding and inclusive global environment.

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### Location

Los Angeles

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### Engagement

Full-time

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### Department

Crisis & Security Consulting

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### Manager

Senior Partner, Crisis & Security Consulting

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### Job purpose

We seek an experienced seller-servicer to generate, win and deliver the full range of business protection and resilience consulting projects, based on the West Coast. The successful candidate will have and leverage personal expertise across corporate governance as well as preventive and responsive corporate protection programs, with a proven ability to serve as a trusted advisor on complex issues at the C-Suite and Board levels. The Principal will be an individual contributor and will work collaboratively across the wider Crisis and Security Consulting team and other servicing departments.

A proven ability to develop and lead collaborative multi-disciplinary teams will be a key differentiator.

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### Tasks and responsibilities

#### Business development

- ▶ Cultivate client relationships and accounts and become a trusted advisor by demonstrating a high level of partnership and commitment to client success.
- ▶ Generate and deliver annual sales across crisis management, business continuity, crisis response, security consulting, executive protection and cyber security consulting.
- ▶ Lead on proposals, complex bids and engagement on emerging client opportunities, with emphasis on multi-disciplinary solutions.

- ▶ Serve as one of Control Risks' senior subject matter experts and thought leaders.

#### **Client project management and delivery**

- ▶ Deliver integrated consulting solutions to clients as a senior fee-earning consultant.
- ▶ Act as a senior project leader on complex engagements, exceeding client expectations while identifying and mitigating business risks associated with projects.
- ▶ Employ a structured, disciplined and flexible approach to project management to ensure complete client satisfaction and project profitability.
- ▶ Oversee consistent gathering of client and project requirements and ensure requirements are properly documented and managed.
- ▶ Advise on high-profile, challenging and multi-jurisdictional matters, particularly related to complex issue response.
- ▶ Mentor and guide junior consultants across the business.

#### **Strategy and business management**

- ▶ Coordinate closely with Crisis & Security Practice Leaders to act as a force multiplier in order to accelerate growth, driving financial success and profitable revenue expansion for the broader Americas Crisis & Security business (inclusive of Cyber).
- ▶ Maintain and build knowledge of industry trends and new technologies relevant to growing the Crisis & Security business.
- ▶ Act as a key member of the Americas Crisis & Security departmental management team.

#### **Knowledge and experience**

##### **Essential**

- ▶ Demonstrated success in a management consulting, resilience or strategic security consulting role
- ▶ Proven ability to develop and deliver new business
- ▶ Large project experience
- ▶ Strong affinity with international political and security risk management
- ▶ Strong team player and integrator with the ability and willingness to respond to unexpected developments quickly and maintain strong ability to prioritize correctly
- ▶ Industry-recognized personal subject matter expertise in corporate risk, security and crisis management

##### **Preferred**

- ▶ Experience managing third parties, sub-contractors and working across business segments and practices at professional services organizations
- ▶ Demonstrated experience in scaling and growing a professional services or consulting business line

#### **Qualifications and specialist skills**

- ▶ Advanced degree in relevant field preferred

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- ▶ Excellent written and oral presentation skills to effectively communicate with diverse audiences of varying degrees of expertise
  - ▶ Proven ability to conduct training in a professional environment
  - ▶ Proven ability to manage and develop teams through empowerment, coaching and motivation
  - ▶ Strong interpersonal skills and excellent client-facing skills
  - ▶ Ability to work independently in fast-paced, multi-task environment
  - ▶ Ability to work well under pressure and meet tight deadlines, while effectively juggling competing demands, prioritizing appropriately, and overseeing multiple tasks simultaneously
  - ▶ Demonstrated strong organizational and project management skills
  - ▶ Strong logical reasoning skills
  - ▶ Ability to travel when required, up to 50%
  - ▶ Government or private sector experience in more than one country preferred
  - ▶ At least seven years of relevant consulting experience in security, crisis management or a related field

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#### Behaviors

All employees are expected to display behaviors reflective of our company values: Integrity and Ethics, Collaboration and Teamwork, Commitment to People and Professionalism and Excellence.

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#### How to apply

If your qualifications, experience and aspirations match our requirements please email a cover letter and CV to:

[Americas.Recruitment@controlrisks.com](mailto:Americas.Recruitment@controlrisks.com)

The file name of your resume must include your name. Please specify the vacancy you are applying for including the location in the subject of the email.

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