

## Senior Consultant Security Design Engineering

Control Risks is a specialist risk consultancy that helps to create secure, compliant and resilient organisations 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 organisation.

We go beyond problem-solving and give our clients the insight and intelligence they need to realise 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.

<b>Our people</b>	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.
<b>Location</b>	London
<b>Engagement</b>	Full-time
<b>Department</b>	Crisis and Security Consulting
<b>Manager</b>	Director, Security Design Engineering, EMEA Associate Director, Security Design Engineering, EMEA
<b>Job purpose</b>	<p>Lead and manage security design consulting engagements to a professional standard; independently and / or in support of other Senior Consultants, and the Associate Director.</p> <p>Support the Director to develop the practice, develop business, create intellectual property, achieve strategic objectives and train and mentor junior team members.</p> <p>Engage in business development activities and strategy for the security design engineering department across the Europe, Middle East, and Africa, supported by the CSC senior management team.</p> <p>Maintain client and company deliverables, ensuring that a high quality is maintained, and the client and company budgets and programs are met and maintained.</p> <p>Develop and build new and existing client relationships, facilitating where appropriate the introduction and provision of additional Control Risks services.</p>
<b>Tasks and responsibilities</b>	<p><b>Consulting</b></p> <ul style="list-style-type: none"><li>▶ Undertake technical security reviews, audits, design surveys, installation inspections and approvals, and other similar tasks, working at client sites and in the office</li><li>▶ Design of physical and electronic security systems to an appropriate level,</li></ul>

working in conjunction with specialist engineers within project design teams

### **Task management**

- ▶ Act as the lead consultant on assignments, owning problems and providing problem solving at the local level
- ▶ Lead and participate in client and project meetings
- ▶ Add value to client projects and be the client's trusted advisor
- ▶ Ensure that practices, policies, strategy and services represent the client best interest
- ▶ Maintain and develop long-term client relationships; act in conjunction with key account managers
- ▶ Maintain accurate financial forecasting, project planning, resource planning, and financial reporting
- ▶ Maintain time and expense records to ensure accurate invoicing within each month

### **Task delivery**

- ▶ Delivery of tasks for clients on time, on budget, to high standards
- ▶ Work collaboratively with the entire team and draw on their experiences and opinions
- ▶ From time-to-time the role may involve travel to client sites and Control Risks offices within the Middle East, Europe and Africa

### **Business development**

- ▶ Pro-actively seek opportunities to develop projects and business
- ▶ Seek opportunities to be involved in business development, in conjunction with the Associate Director and Director
- ▶ Contribute to marketing and profile-raising events
- ▶ Participate in client meetings
- ▶ Develop long-term client relationships

### **Team / practice development**

- ▶ Develop and mentor junior staff, maximising utilisation of resources
- ▶ Provide expert knowledge of security consulting and other Control Risks service lines

### **Knowledge and experience**

#### **Essential**

- ▶ Thorough previous experience as a security design consultant
- ▶ Proven ability to manage and deliver consulting engagements
- ▶ Thorough knowledge of current national and international standards and installation practices
- ▶ Thorough knowledge and experience of designing physical security systems including fencing, gates, walls, doors and facades
- ▶ Thorough knowledge and experience of designing integrated electronic security

systems including perimeter intruder detection, video surveillance, video analytics, ANPR, access control, intercoms, security control rooms

- ▶ Depth and breadth of understanding and experience of delivering physical and electronic security design consulting across all RIBA Plan of Work stages within multiple sectors within the built environment
- ▶ Substantial Project Management experience relating to security consulting and installations within the built environment
- ▶ Strong interpersonal/relationship building/client management skills
- ▶ Commercially astute when planning and pricing projects in terms of time, resource and outcomes
- ▶ Proven experience of effectively assisting, reviewing, and providing feedback to team members and improving output
- ▶ Experience of building effective and strong client relationships
- ▶ Client and commercial management
- ▶ Commitment to continuous professional development

#### **Preferred**

- ▶ Regional experience throughout the UK, as well as some project experience across Europe, Middle East and Africa
- ▶ Knowledge of, and experience using design-related software, e.g. AutoCAD, Revit, SketchUp, MS Project and other relevant software experience
- ▶ Project management methodologies (e.g. PRINCE2) and experience in their application
- ▶ Commercial skills
- ▶ Business processes

#### Qualifications and specialist skills

#### **Preferred**

- ▶ Educated to degree level or equivalent in an engineering related discipline
- ▶ ASIS PSP (or similar security design related qualification)

#### **Relationship / personal impact**

- ▶ Strong interpersonal skills – building trust and rapport
- ▶ People leadership skills, including the ability to inspire and drive the performance of a team of security professionals
- ▶ Influencing
- ▶ Managing clients

#### **Communication**

- ▶ Excellent communication skills both written and verbal
- ▶ Report writing in English to a high professional standard
- ▶ Ability to communicate using a range of techniques with clients and colleagues alike to achieve positive results

**General**

- ▶ Problem Solving / Decision Making
- ▶ Information gathering
- ▶ Analysis and judgement
- ▶ Ability to manage sensitive situations with care
- ▶ High level of accuracy
- ▶ Excellent time management skills
- ▶ Proven ability to prioritise work
- ▶ Administration and organisational skills
- ▶ Sound knowledge of all Microsoft Office programmes
- ▶ Project management skills within a commercial/consulting environment
- ▶ Strong commercial focus and leadership (financial management skills, legal and contractual skills)
- ▶ Good client management and consulting skills (both internal & external)
- ▶ Effective decision making & judgment
- ▶ Assertiveness and drive with strong influencing skills

**Competencies****Solutions focused**

- ▶ Owns problems, identifies and works with the right people to solve problems quickly within own remit and wider teams
- ▶ Reviews and looks for efficiencies in ways of working
- ▶ Constantly seeks innovative ways to improve the services we offer to our clients
- ▶ Is prepared to make decisions and effectively implement those decisions
- ▶ Translates decisions into effective actions and implements these
- ▶ Acts decisively and makes difficult decisions even if unpopular
- ▶ Implements plans to ensure objectives are achieved or exceeded; focuses on delivery
- ▶ Shows and encourages a determination to achieve high standards

**Client centric**

- ▶ Uses own and wider knowledge and contributes to others to enable and make sound judgements that impact the client and team
- ▶ Anticipates client needs and addresses these
- ▶ Provides the best possible service to clients, ensuring the client is at the heart of everything we do

**One firm**

- ▶ Builds strong relationships, through common goals, individual contribution and support in times of need
- ▶ Considers the regional and global implications of what we do in our own areas of

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responsibility or team/department

**Commercial acumen**

- ▶ Understands how and where own activities and projects contribute to the financial success of organisation; understands and acts upon the financial factors that influence the business

**Personal effectiveness**

- ▶ Operates effectively and with resilience in changing or ambiguous situations, contributes to changing environments, and actively assists those around them to adapt
- ▶ Communicates clearly and concisely using language appropriate to audience
- ▶ Displays sensitivity to develop constructive relationships with others
- ▶ Plans and organises workload of own and others, and suggests priorities as necessary

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**Behaviours**

All employees are expected to display behaviours 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, email a covering letter and CV, stating your current salary to:  
[CSCRecruitment@controlrisks.com](mailto:CSCRecruitment@controlrisks.com)

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