

Client Sponsor

Engagement  
Director

Senior  
Consultant

Consultant

## Job Title

Graduate Consultant accountable to an Engagement Director.

## The Role

We want energetic, exceptionally bright and charismatic graduates to join our graduate training programme to become operations management consultants with a UK healthcare specialism.

The work is varied ranging from operational analysis, engagement of client staff, change management, project management, market research, and strategic planning.

You will work directly for a Saigei Engagement Director, engaging with clinicians and managers to help achieve measurable outcomes in productivity, quality of care, reduction of cost, and revenue growth.

You will operate in one of the last remaining truly complex systems, learning world-class disciplines including six sigma and the Toyota production methods. And you will go to bed each night knowing that your work makes things better for patients and staff.

## Performance Measures

Successful outcomes on client assignments (feedback from clients)

Billable hours (level to be agreed)

Progress with your development plan

Feedback from consultants and interns

## Work Content

The first 18 months are structured as we provide you with a set of 'live' opportunities to acquire skills and experiences make you truly valuable to your clients. The process is supported by your Engagement Director who is jointly accountable for your success. Your work will depend on the nature of the assignments you are engaged in but will include:

Analysis of operational data to prepare capability baselines, root cause analyses, production plans etc

Helping client teams understand and specify how their operation actually works before choosing and then implementing ways to improve its capability

Maintaining assignment plans and drafting formal progress reports to steering boards

Documenting and communicating baselines, operational analyses and capability changes

Drafting formal post implementation reviews as written reports

Creating software mini-applications to capture methods and automate analyses

Building and maintaining relationships with clients, and other relevant parties

Supporting Saigei's marketing and business development campaigns including helping to shape and drafting proposals for clients.

Quality assurance reviews for client assignments to ensure we deliver what we promise and comply with our own methods and procedures.

## Personal Attributes

Saigei is looking for people of two parts.

The first part relates to the client assignments on which they will play a crucial role working alongside an engagement director. We are looking for:

Articulate, confident and engaging individuals with strong people skills

Clear, independent thinkers able to see the wood for the trees and make clear, reasoned arguments supported with evidence

Humour, good judgment, humility and gravitas

The second part relates to being part of the Saigei team as it goes through its next evolution. In this instance we are looking for:

A creative, versatile, flexible and energetic personality willing to get involved and support any activity that will take the firm forward

A systematic and methodical individual that learns fast and takes pleasure in converting techniques and experiences into models, repeatable methods and tool kits.

A generous, calm and constant temperament that promotes stability and team-working.

A little bit of style and flair.

## Skills & Qualifications

Strong academic grades. We like maths, engineering, economics and science degrees but we will take "smart" over "subject" every time.

Strong mathematical, analytical and problem solving skills. Strong written English skills

If you can demonstrate skills like database analysis, software development using SQL server and C++ or C#; proficiency with MS SharePoint; and web development skills then this would be most attractive.

We put a lot of stock in real life experiences that show motivation and a public service ethos.