

**Senior Leadership Consultant,
On-Call Consultant position
Sydney, Melbourne and Auckland**

- **Are you a master facilitator, consultant and presenter?**
- **Do you have great sales/business or leadership experience?**
- **Are you passionate about making a difference?**

FranklinCovey is a world-leader in providing principle-based, research-driven leadership and personal effectiveness solutions. The Senior Leadership Consultant role is an *on-call position* for a dynamic, experienced senior consultant who can deliver workshops, consulting and coaching to leaders and individuals on an as-needed basis.

In this rewarding and exciting role, the Senior Leadership consultant would be responsible for consulting with clients to determine their needs, recommending appropriate FranklinCovey consulting & training solutions, delivering single and multi-day work sessions and partnering with the sales team on business development efforts.

Essential Job Functions include:

1. World-class facilitation of FranklinCovey's training and development solutions in the areas of Leadership, Personal Effectiveness, Trust, Unconscious Bias, etc.
2. Be able to deliver these sessions in live, live-online and blended formats.
3. Be a great listener and coach. Consult with clients to learn what matters most to them, and then implement those learnings into the client's programs.
4. Be confident working with executives, and equally at home with front-line workers. Be confident asking tough questions, and humble enough to take feedback.
5. Create a true learning environment that is participant-led. Be able to ask insightful questions and facilitate meaningful discussions.
6. Partner with our sales team in business development opportunities.
7. Be savvy with technology. Ability to customise content a definite plus.
8. Previous experience delivering FranklinCovey content not essential, but also a plus.
9. Be a tremendous ambassador of our brand, by modelling the principles we teach.

Qualified candidates must have:

1. Seven to ten years of mid-senior level leadership or executive consulting experience is essential.
2. The ability to create and deliver compelling, polished presentations to both line leadership and senior corporate executives
3. Bachelor's degree or Master's degree preferred.
4. A high degree of business acumen with strong character is essential.

5. Engaging and dynamic presentation skills, with an understanding of adult learning.
6. A well-developed pattern of achievement, energy, motivation, enthusiasm and integrity is critical to success in this role.
7. Excellent digital learning skills and experience.
8. Willingness to travel outside of local area essential, although most work will happen locally.

The consultant would be paid an hourly or daily rate (or equivalent) for services, based on FranklinCovey's pre-determined rates. Because this is an on-call position the amount of work varies each month.

Benefits include:

1. Working for a mission-driven, values based company, teaching people how to improve their lives, using timeless principles of human effectiveness.
2. Partnering with a passionate team of professionals who care deeply about client results.
3. Being able to be certified in all of FranklinCovey's content, and share it with our clients.
4. Rewarding and interesting work that allows you to engage with individuals, leaders and organisations from all over the country who are working to improve their systems, processes and behaviours.

Company Information

FranklinCovey is a global company specialising in performance improvement. We help organisations achieve results that require a change in human behaviour. Our expertise is in eight areas: Leadership, Execution, Productivity, Trust, Sales Performance, Customer Loyalty, Unconscious Bias and Personal Effectiveness. Our mission statement is "We enable greatness in people and organisations everywhere". We fulfill this mission by hiring "Achievers with Heart".

Visit our website at www.franklincovey.com.au, or www.franklincovey.co.nz for more information regarding our organisation.

FranklinCovey is an equal opportunity/affirmative action employer. Applicants with diverse backgrounds, experiences and credentials are encouraged to apply.