



beaconinterim

clear management solutions

Associate Scheme



solutions...

enabling business development



Professional Interim Management...

About us

At Beacon we are specialists in Interim Management service provision. Based in the North West our extensive professional Interim Management resources are available throughout the UK, covering the Public, Private and Healthcare sectors.

We provide our clients with rapid bespoke solutions through;

- Detailed project assessment
- Clear assignment targets
- Highly skilled interim professionals
- Dedicated client managers

Our bespoke Interim Management solutions quickly build capacity and create independence.

What we do

Our approach is simple, we provide client organisations with rapid, bespoke solutions using highly skilled and experienced Interim Managers, we;

- Create solutions that transform and deliver results
- Change the way people work, improving performance and capacity
- Deliver practical guidance, help and support

Above all we take ownership of the essential elements required to achieve successful project outcomes.

helping organisations...

transform people and performance



Dedicated life of assignment support...

Working as an Associate

The Role. The critical role of an Associate is to develop business opportunities within the Interim Management sector; providing outstanding levels of assignment support for a range of public and private sector clients.

As an Associate you will be expected through Beacon to;

- Utilise your professional network to generate potential interim assignments.
- To identify and scope their development or support needs;
- To develop a project brief and budget for agreement with the client;
- To identify and source the necessary skills from the existing interim pool (or if appropriate to undertake the role directly via a BIM Interim Manager sub-contract).
- Project management of subsequent assignments, maintaining appropriate level of client and interim communication.
- Submit monthly project progress reviews to BIM.
- Act as an ambassador for Beacon Interim.

The Benefits

Independence. As an Associate you will operate as an independent, either as your own limited company or as a sole trader, giving you both freedom and independence. (We are able to provide guidance and support for Associate candidates who may be entering self employment for the first time).

Financial. Income is based on a success fee commission and is payable via two routes;

(i) Associate commission;

For an Associate continuously involved in the placement and delivery of an assignment, a commission payment of 40% the contract gross margin is payable. This equates to a payment of circa £2,500 for a typical assignment.

(ii) Client referral;

Our client referral scheme is open to anyone, with a commission payment of up to £1,000 based on 20% of contract gross margin, payable on the successful placement of an Interim Manager on assignment.



We share the journey...

Associate Candidate Requirements

Expertise and Experience. Beacon requires experienced professionals from the Private, Public and Healthcare sectors. Successful Associate candidates will have;

(i) Objective qualities;

- Relevant qualification (degree or equivalent work experience).
- Verifiable track record in senior management with a minimum of five years relevant experience.
- Demonstrable network of business contacts.
- Ability to work independently - this is not a 9 to 5 role.
- Ability to develop good working relationships with Clients and Interims.

Ideally they will also have;

- Practical business development experience in an Interim or Consultancy environment
- Working knowledge of the Interim Management or Consultancy sectors.

(ii) Subjective qualities;

- Exceptional communication skills
- Excellent customer care approach
- Flexibility in responding to changing demands.
- Proactive and problem solving approach.
- Understanding of the financial, risk, and contractual aspects of tendering.

for further information please contact us directly...



Smart Phone Contact QR

Tel: 0161 406 3064

Email: Enquiry@BeaconInterim.co.uk **Web:** www.BeaconInterim.co.uk

Suite 29, Clayton House, 59 Piccadilly, Manchester, M1 2 AQ