

Role Profile – Blended Learning Solutions Consultant

Main Purpose

To be part of the project team focussed on all aspects of using and creating digital innovations to deliver blended learning solutions.

To design, deliver and project-lead innovative and commercially viable L and D solutions that deliver measurable value for our customers.

To build and proactively manage client relationships.

To write proposals and deliver client pitches and presentations as required.

Key Responsibilities

- To project-lead both small and large projects and drive these through to successful and timely conclusions.
- To design and create cutting edge innovative learning solutions across a range of disciplines and to a variety of audiences, that deliver a measurable ROI to the client.
- To facilitate and deliver a broad range of learning interventions up to a senior level and board level in appropriate specialist areas.
- Create new learning activities exploring the use of eLearning, classroom, video, interactive guides and virtual sessions
- To design innovative proposals and deliver the client pitch as appropriate.
- To coach external clients up to a senior level and board level on an informal and formal basis.
- To develop business opportunities and proactively generate an increase in business from pre-determined clients and from your own network/networking
- To continually contribute to the intellectual capital of the company to enhance the quality of the solutions we can provide.
- To produce comprehensive materials, including lesson plans and other learning assets as required
- To work with our in-house processes and initiatives, including Project Leadership, Account Management, and administrative processes
- Collaborating with internal teams and outside contractors to create bespoke learning solutions

Qualifications/Experience

Must have a proven track record within learning technologies and have either worked as an L&D project manager, solutions designer or within a similar, client facing role. Ideally hold a relevant degree in a professionally related topic area and at least 5 years' experience within L&D. A project management qualification would be desirable.

Essential skills

- Deep knowledge of current training practices and methodologies including instructor led training and learning technologies.

- Proven ability to run projects within time, cost and quality constraints.
- Comprehensive knowledge and deep understanding of current leadership and management development techniques.
- Proven track record of excellence and ability to design and facilitate a variety of creative learning interventions which bring lasting value.
- Proven ability to deliver competently to senior /board level delegates.
- Proactive thinking and problem-solving skills.
- Experience in proposal design and client pitching.
- First class communication skills and have examples from previous roles of excellent client relationships
- Flexibility to travel extensively around the UK and occasionally overseas.
- Ability to work under tight timelines.
- First class relationship management skills.
- IT skills- across major tools- Word/Excel/PowerPoint/Outlook.
- Experience in elearning and authoring tools (Captivate, Articulate, Lectora etc) an advantage
- Commercial acumen and hunger for business success.
- Behaviour in line with our values.
- Self starter and efficient time manager.