

# **HOW TO BE A CONSULTANT**

a programme for new and aspiring consultants

## **Being A Consultant?**

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David Lightfoot; MBCS, CITP

## **What it is to be a consultant**

# Fusion Global Business Solutions

We deliver measured outcomes for our BMC customers with AI-powered service management and operations.

This year we will be trusted advisers to more than 400 organisations across the globe.

## We will deliver

- 150 Customer Projects;
- 100 Support contracts;
- 30 Managed Service.

## Consultants are based in

- Bulgaria
- Czech Republic
- Germany
- India
- Japan
- Poland
- UK
- US
- 35% are Contractors



## What does it mean to be a consultant (1 of 3)



**Why is this picture of a consultant and customer perfect ?**

***Answers in the chat please***



# What does it mean to be a consultant (2 of 3)

*IMAGE YOU WISH TO POTRAY*

*IMAGE THAT PEOPLE EXPECT*

*RELIABLE*

*TRUST*

*HONEST*

*OWNERSHIP*

*DIRECT*

*KNOWLEDGABLE*



*DO THE RIGHT THING*

*INTEGRITY*

*GOOD COMMUNICATOR*

*YOU CARE*

*REPUTATION*

*BELIEF IN OTHERS AND YOURSELF*

*EMPATHY*

# What does it mean to be a consultant (3 of 3)

The main aspect that makes consultants different to others is that do just that – ***they consult***, meaning they provide a client with expert opinion, advice, or direct training in their field of knowledge.

Generally, a consultant is brought in to a company to help the company grow and learn, or when a project requires a more expert opinion.

They are well-experienced in the area they offer their consulting services in and so are generally recruited to deliver plans and solutions quickly, thus saving valuable time for the client.



# Even Me

In the last 12 months I have used Consultant for;

- Major Customer RFI Bids
- Technical skills to compliment the Team
- HR Changes
- Specific IT Marketing

## 2 Things stood out;

They could explain what they were doing in a way I understood. This meant they understood the problem.

They kept their word. = Trust

# The Role or Your Progression (1 or 2)

## As you the;

Helper; Just a short term body to complement work or a team

Advisor; The voice of experience to provide clarity

Trouble Shooter; To fix a problem, responsible for the outcome



## Where do you want to be

Helper; Just a short term body to complement work or a team

Advisor; The voice of experience to provide clarity

Trouble Shooter; To fix a problem, responsible for the outcome





## The Role or Your Progression (2 or 2)

I suggest that you can STOP for a period of time as you progress

I suggest that you can CHANGE your level

I suggest that you can LEARN new skills in a new area

BUT YOU CANNOT STAND STILL

**KEEP**

**CHANGE**

**START**

**STOP**

# How are you remunerated (2 or 2)

## Remuneration is based on many factors

- Market Trend – Payments
- Market Trend - Skills
- Business Area – Government, Private, Financial etc
- Urgency - If delay has high financial impact
- Reputation; Previous Clients; Known Contacts
- Availability
- Client T&C's

## 2 Things

1. You are only worth what someone is prepared to pay
2. Remuneration maybe non financial, its could be a new business area for you or a 'stretch project'



Remuneration does work differently depending on whether you are employed by a consultancy (salary+expenses+bonus) or a freelance, where you are paid your agreed fees

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## **Your Comments and Questions?**