

## POSITION DESCRIPTION: MANAGING DIRECTOR (LONDON)

Veracity seeks a London-based Managing Director to represent and oversee its significant interests in the UK and Europe and to assist in expanding the firm overall. This role includes leading Veracity's business development and client management efforts in the UK and Europe and managing the firm's capabilities in Russia, the Middle East, and Africa. Key responsibilities will include:

### Business Development

- Identifying and developing new client relationships in the UK and Europe
- Working with New York-based partners and the Head of Business Development to design and implement new business strategies in London, Europe, and the Middle East.
- Assisting partners in growing existing relationships with European clients.

### Client Management

- Utilizing Veracity's global resources to ensure the effective delivery of project results to local clients
- Responding directly to client inquiries and furthering relationships with Veracity's existing London-based clientele.

### General Management and Project Execution

- Managing the day-to-day functions and needs of the London-based office and team members as well as other Veracity-affiliated personnel such as Africa-based Senior Advisors
- Overseeing the implementation of Veracity's project management methodologies and processes in the London office, including project scoping and development of proposals for major client engagements
- Organizing and directing project resources to ensure maintenance of high quality research, analytical, and writing standards
- Providing input and assisting the Partners in development of specific aspects of the firm's overall goals and strategies

### **Position Requirements**

The successful candidate will have the following key attributes and experience, gained through demonstrated excellence in the fields of finance, consulting, diplomacy, or intelligence:

- Broad knowledge of European, Middle Eastern and / or Russian geopolitics and an appreciation of the social idiosyncrasies of regions, countries, and certain economic sectors
- Highly developed project and time management skills
- Strong understanding of general business and management principles
- The ability to work collaboratively throughout a small firm environment and across multiple regions
- The ability to work in a high-pressure and often unpredictable professional services environment
- Strong organizational and interpersonal skills, including the ability to manage through influence
- Superior writing and analytical skills
- Extensive experience in interfacing with clients and managing relationships with senior executives
- Expertise in the building, growing, and servicing of an enterprise or entity

Additionally, the following are desirable:

- Financial management and accounting skills
- Fluency in one or more European languages in addition to English (French is preferred)