CONSULTANT.
Market Gravity New York
Transforming big ideas into breakthrough propositions.

**Market Gravity** is a global proposition design consultancy. We work with Global 1000 companies to launch new products and services, and build their innovation capabilities.
We’re based in **New York, London** and **Edinburgh** but work all over the world, wherever our clients need us.
We’ve worked with corporates across a range of industries and markets to launch new businesses and build their innovation capabilities. $1B+ Revenue generated for Global 1000 companies. 10+ Industries served, including Retail, Banking, Insurance, Payments, Utilities, Energy, Media, Telecoms, Logistics and Non-Profit. 15+ Countries where we’ve delivered innovation projects. 50+ Products and services launched. 1,200+ Innovators trained in our methodology.
Success to us means getting new products and services to market. Here are a few examples…

**HIVE**
A smart thermostat that can be controlled from your smartphone or tablet

**FINTECH ACCELERATOR**
An accelerator for Canadian FinTech startups

**BEAUTIFUL YOU**
Personal beauty recommendations based on digital analysis of your complexion

**BPAY**
Make payments on the go through a wristband, key-fob or sticker
the opportunity
CONSULTANT.
We’re looking for a hungry and entrepreneurial Consultant not only to support on innovation and proposition design engagements, but also to help us plan, design and grow our fast-growing New York business.

As a consultant at Market Gravity, you will form the backbone of our projects and be proactive, resourceful and collaborative in creating high-quality work. This includes helping to facilitate workshops, working in joint teams with clients and creating clear, well-designed outputs.
- Part of the project team, you will be responsible for creating content for the Proposition and Commercial team, working within a cross-functional MG team (combining consulting, design and insight) to design and deliver new propositions.

- Actively contribute to shaping and delivering an awesome final solution for the client.

- Establish client relationships, you will be the go-to person for the work stream you are working on, contributing in client interactions from workshops to senior team presentations.

- As well as project work, you will support MG growth by:

  - Taking a proactive role in sharing your experience and expertise, training fellow MG team members

  - Identifying and supporting the shaping of on-sell opportunities

  - Supporting Market Gravity marketing and profile raising activities.
You have experience gained in part or fully from a leading consultancy, working in growth strategy or innovation and preferably on the development and launch of new propositions.

You have a strong blend of creative flair matched by robust commercial and analytical ability, combining the two to create powerful client outputs.

A proven team player, you are experienced at working collaboratively with a diverse team of stakeholders, with consultants, designers and researchers.

You are able to create works plans for your work streams and flex them accordingly to keep the work stream on track and assure the quality of the end deliverable.

You have the ability to construct and deliver inspiring and convincing arguments both on paper and on your feet.

You are experienced in establishing and building client relationships.

You have experience of participating in workshops and presenting content to clients and enjoy working in workshop and hot-house style environments.

You enjoy learning on the job and actively seek to teach yourself what you don’t know, before asking for help.
Why Us

We solve the biggest challenges and get the best briefs.

Our New York office is working on some of the most exciting challenges across the Americas. You will launch products and services into market.

You will be given unrivalled access to some of the best innovation, insight, design and marketing minds in the world.

Our business is meritocratic, opportunity and progression is uncapped.

New York is our newest office and you will be instrumental in helping us plan, design and create our future.
THANK YOU

We’d love to hear your story, and tell you more about ours.