ENGAGEMENT MANAGER
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.
Our Track Record

We’ve worked with corporates across a range of industries and markets to launch new businesses and build their innovation capabilities.

<table>
<thead>
<tr>
<th>Statistic</th>
<th>Value</th>
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<tbody>
<tr>
<td>Revenue generated for Global 1000 companies.</td>
<td>$1B+</td>
</tr>
<tr>
<td>Products and services launched.</td>
<td>50+</td>
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<tr>
<td>Innovators trained in our methodology</td>
<td>1,200+</td>
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<tr>
<td>Countries where we’ve delivered innovation projects.</td>
<td>15+</td>
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<tr>
<td>Industries served, including Retail, Banking, Insurance, Payments, Utilities, Energy, Media, Telecoms, Logistics and Non-Profit.</td>
<td>10+</td>
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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
ENGAGEMENT MANAGER.
In a Nutshell

We’re looking for a hungry and entrepreneurial Engagement Manager not only to lead innovation and proposition design engagements, but also to help us plan, design and grow our fast-growing New York business.

You will inspire and lead multi-talented teams to get big ideas to market - you relish tackling complex problems and are able to confidently bring design-led thinking to the table to create solutions that work for the customer whilst also meeting broader business requirements.
The Nuts & Bolts

• Lead major programmes with multiple phases, with a cross-functional MG team (combining consulting, design and insight)

• Be responsible for shaping and delivering an awesome overall solution to the client

• Develop trusted adviser relationships with the client

• Take the lead in steering group meetings, up to C-suite/CXO level

• Take a lead role in training and coaching/developing MG team members

• Identify and shape on-sell opportunities

• Support proposal writing and business development

• Support Market Gravity marketing and profile raising activities
Experience & Skills

• You have significant experience gained in part or fully from a leading consultancy, working in growth strategy 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, and are able to combine the two to create powerful propositions that ensure the client has confidence to launch.

• An excellent storyteller, you create high quality content and final deliverables, taking all participating stakeholders on a journey, successfully bringing the proposition to life.

• Comfortable working across functions, you can manage a team of consultants, designers and researchers.

• A proven project leader, you are experienced at leading project teams in proposition design across multi-phased projects, working collaboratively with a diverse team of stakeholders.

• You are an experienced coach, developing your team members over the course of the project.

• You are able to create project plans and flex them accordingly to keep the project on track and assure the quality of the end deliverable, for which you are accountable.

• You are a confident and able workshop facilitator and content presenter. You enjoy working in workshop and hot-house style environments, often at pace, to provide energy, creativity and momentum to the project.
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.