



## JOB DESCRIPTION

Position: Enterprise Consultant  
Division: Business Development  
Location: City of London  
Reports to: Head of Enterprise Consulting

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### OVERVIEW

AVMI's award winning Global Enterprise Framework (GEF) is comprised of services that enable AVMI's largest, (typically global) customers to design, deliver and support standardised audio-visual, unified communications and collaboration technology solutions for multi-user environments.

Enterprise Consultants are responsible for the delivery of the project related GEF services and provide the political, commercial, and user experience intelligence (over and above the engineering and project management aspects of project delivery) that drive global consistency on behalf of our clients.

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### MAIN ROLE AND RESPONSIBILITIES

- Enterprise AV/IT Standards Management
  - Maintain a detailed knowledge of enterprise customer AV/IT standards
  - Enable access to the standards and support their consistent evolution through work with customer stakeholders and AVMI account / engineering / support teams
  - Brief AVMI teams on customer standards in order to drive consistency in execution of control system programming and management platform architecture
  - Assist customers with the preparation of enterprise-wide budgetary cost analysis based on standards-based technology solutions
  - Monitor standards service progress across the customer account and report on programmes of work at a central summary level
- Project Preparation and Preliminaries
  - Prepare briefing presentations to stakeholder teams
  - Assign customer standard solutions to individual project requirements
  - Identify design aspects requiring additional consideration and support design decision making
  - Work with AVMI teams to prepare detailed consultancy documentation outputs as defined by the AVMI Global Enterprise Framework
- Cost analysis and optimisation
  - Work with AVMI teams to benchmark hardware and professional service pricing for design specifications
  - Work with customer stakeholder teams to test and review potential commercial structures across multiple vendor groups
  - Prepare and maintain project budget estimators for all project equipment and professional services

- Where required, support the customer in preparing to tender aspects of project deliverables
- Project Delivery
  - Support AVMI Project and Programme Managers in project briefing, tracking and reporting to customer stakeholder teams
  - Provide a central governance layer in project delivery to drive consistency and adherence to enterprise customer deployment policy

## PERSON PROFILE

- Energetic personality with confident, authoritative and mature approach
- Engaging and confident presenter with excellent communication skills
- Excels in brokering decisions through influence and consensus
- Process orientated with ability to dynamically adapt to unplanned scenarios
- Ability to work within a customer's operational / political constraints
- Strong commercial awareness, and ability to negotiate on behalf and in the best interests of the customer
- Acts with absolute integrity at all times
- Degree level education; ideally in business and/or technical discipline
- Good working knowledge and experience of AV (or IT) sector
- Excellent skills in Word, Excel and PowerPoint
- Availability for some international travel

## DESIRABLE BUT NOT REQUIRED

- Experience in international business transactions in technology and/or service sectors
- Experience in evaluation of AV/IT installation service providers capabilities
- Knowledge of construction industry norms – roles, processes, terminology, documentation etc.
- Experience of engaging with AV/IT hardware distribution channels

## ABOUT AVMI

AVMI provides services to leading organisations in financial services, legal, professional services, retail, defence, government, health and education sectors.

AVMI has focussed its business strategy on providing 'trusted advisor' life-cycle services to clients with a significant portion of growth coming from international business.

AVMI has recently secured a place, for the second year running, in the Sunday Times International Track 200. This international growth has been enabled by AVMI's award winning Global Enterprise Framework of services, helping its multi-site clients to drive consistency and efficiency into their audio visual and collaboration facilities and services across all locations.

Having opened operations outside of the UK in Hong Kong, New York and Dublin, AVMI is planning to secure additional international locations in support of its clients' businesses.