

Management Consultant (Defence)

Level: **Managing Consultant**

Location: UK (London / Cheltenham)

Job Type: Full-time (37.5 hours per week)

About Austin Elliot

Join Austin Elliot consultancy - specialists in management consultancy for organisational and secure digital transformation within the UK public sector, looking to expand our footprint within similarly aligned industries in the private sector. Our mission is to become the SME of choice for digital transformation and build an AI centre of excellence. We tailor our solutions to fit the unique needs of our clients; focusing on empowering the people behind the technology. Our vision is to help organisations optimise their technical capabilities through the talent already within their teams. If you're passionate about making meaningful change with integrity, humility, leadership, and selflessness, we'd love for you to join us on this rewarding journey.

We are seeking a passionate and driven **Managing Consultant** to join our **Defence Team**, playing a key role in delivering innovative solutions for our defence sector clients. Working at the forefront of Defence's digital ambitions, you will help shape and implement business and digital transformation initiatives that have meaningful impact.

What we're looking for:

- Proven experience of leading consulting teams within UK Defence.
- Deep specialism in one or more of our thematic areas: secure cloud transformation, AI development and adoption, innovation, digital service delivery (e.g. GDS/UCD).
- Deep understanding of Defence Digital including key stakeholders and the broader Defence landscape.
- Exceptional strategic thinking and the ability to translate complex client challenges into clear, actionable roadmaps.
- Working knowledge of digital solutions as well as the digital, data, and technology landscape in Defence.
- Experience navigating Defence funding and governance pathways, including decision-making and approval processes.
- Strong commercial acumen; pipeline management, opportunity qualification, bid writing, pricing, and contract stewardship.
- Exceptional stakeholder engagement and management skills, with the ability to build trust and influence at all levels, through clear verbal and written communication.
- A collaborative mindset and commitment to Austin Elliot's people-first, can-do culture.
- Eligibility for high-level UK / NATO security clearance.

What you'll do:

Austin Elliot's **Managing Consultants** act as strategic leaders and client partners who are trusted to drive the direction of major engagements, develop and own senior client relationships as well as playing a pivotal role in business growth, people development, and Austin Elliot's market position.

In this role, you will:

- Drive growth across our Defence business with a focus on secure cloud and AI adoption.
- Lead high-impact engagements, acting as the primary point of accountability for quality and client satisfaction.
- Engage directly with senior stakeholders to build strong relationships and understand strategic objectives. Acting as a trusted advisor to provide expert advice and shape the direction of programmes and transformation initiatives.
- Develop and own strategic solutions from problem definition through to implementation, providing high-quality consulting services that create measurable impact and lasting change.
- Exercise end-to-end assignment management across large, complex, or multi-workstream engagements, ensuring effective governance, risk management, and resource deployment.
- Drive business development; identify and qualify new opportunities, lead bid and proposal efforts, and support the expansion of Austin Elliot's client portfolio across our key sectors.
- Be known as an expert in your field by authoring and publicising thought leadership, contributing to industry discourse through publications, events, and networks.
- Build, lead, and mentor high-performing consulting teams, championing a culture of excellence, learning, and Austin Elliot's people-first values.
- Contribute to the development of Austin Elliot's consulting practice, including methodologies, capability frameworks, propositions, and go-to-market strategy.
- Stay ahead of industry trends across digital transformation or public sector reform, translating these into client insight and internal learning.

What we offer:

- Competitive salary with personal & company bonus scheme, plus business development commission
- Life Assurance, Private Medical Insurance, and Group Income Protection
- 28 days holiday (plus option to buy up to 2 extra weeks)
- Generous pension contributions with access to a personal financial advisor
- Car scheme available
- Hybrid and flexible working arrangements
- Opportunities to grow with a generous annual training budget
- Long-service benefits, including extra holiday, higher pension contributions, retention bonuses, and charitable contributions.
- Beautiful central Cheltenham offices
- Always-stocked fridge with drinks and snacks
- Fun, collaborative team culture with regular social events and parties

[Apply for this role](#)