

Consultant level	Common equivalent names	Typical expertise/responsibilities	Typical Experience	Standard Rate (GBP)	Discounted Rate (GBP)
Partner	Partner, Senior Partner	Ownership of the practice, responsible for all commercial, quality and risk aspects both to the client and firm. Consults at board level. Directs significant programmes of work and has extensive industry expertise and insight.	>15 yrs in Industry 7 - 20 yrs in Consultancy	1825	1600
Director Consultant	Programme Director, Domain Expert	Directs significant programmes of work, day to day management of client relationship and delivery quality. Key subject matter expert in given area of expertise. Advises at board level. Domain expertise and industry insight.	>15 yrs in Industry 7 - 20 yrs in Consultancy	1675	1500
Principal Consultant	Senior Manager, Senior SME, Programme Manager	Day to day management of project/programme teams across client site and co-ordination of activities to achieve client goals. Periodic reviews of strategy/approach/progress with client management. Ensures integration of project objectives/benefits with wider client organisational objectives. SME with industry expertise and insight.	>10 yrs in Industry 5 - 20 yrs in Consultancy	1525	1290
Senior Consultant	Senior Consultant, SME, Project Manager	Manage projects, coach client team members. Undertake detailed work/opportunity assessment. Produce detailed output from assessment. Co-ordinate with client/supplier team on approach/output. Generate available options/alternative courses of action. Manage workload to client timescales. Provide industry expertise and insight. Ability to engage with senior management and at detailed/operational level.	>10 yrs in Industry 5 - 15 yrs in Consultancy	1350	1130
Executive Consultant	Team Leader, Senior Analyst	Plans & manages all aspects of assignments, including workload of all sub-project teams. Co-ordinates approach and progress with senior client team members. Coaches client team members. Advises up to senior management. Provides industry/product/functional/process expertise and undertakes information gathering analysis and documentation.	6 - 10 yrs in Industry 3 - 8 yrs in Consultancy	1175	1000
Consultant	Consultant	Information gathering, analysis, interviews, assessment, documentation. Produce detailed output as per scope of work. SME/detailed experience in some areas.	3 – 6 yrs in Industry 2 - 6 yrs in Consultancy	985	900