

## Consultant

*Permanent, full-time position based in Sydney.*

**We are thriving and need the best talent to grow.**

Clients come to us for strategy, advice, coaching, training, and implementation of business development, marketing, management, and organisational initiatives.

Since 1993, we've tagged ourselves "strategic practice development" because that's what we do: substantial, positive, and sustainable practice improvement is our business.

Unlike many consultants, we don't turn projects into overblown long-term revenue streams for us.

Unwavering focus on delivery of value to clients and realisation of that value underpins all we do. We perform. We hold ourselves accountable for outcomes. Clients are never in any doubt that we value them, are fiercely loyal to their interests, and appreciate the confidence they place in us.

The result is that we are invited back, time and again, to help clients meet new challenges and take practices to the next level. And we continue to grow.

Mostly, our law firm and professional services clients want us to work on projects which really matter:

- getting traction in new markets
- making order of magnitude shifts in their competitiveness and attractiveness
- keeping a key client when loss is unthinkable
- winning vital new business and revenues
- upskilling partners to develop business and sell
- responding to demands from powerful consumers
- intelligent pricing options, including risk and reward models
- merging or acquiring practice groups and firms
- turnarounds and rescue
- development and roll-out of programmes for vastly improved financial outcomes
- wise, savvy, and clear-headed practice development counsel.

Because we are there with our clients when the chips are down, often it's when times are tough, odds are stacked against them, and timing is tight.

Through all of this, our clients demand - and deserve - nothing short of excellence. They call on us for an unusual hybrid of strategic management, marketing, business acquisition, and organisational development skills.

Clients value our can-do, make-it-happen, down-to-earth approach, bundled with creativity, innovation, pragmatism, stand-out expertise, and the ability to cut through to what makes the real difference.

This is an environment where:

- ethical conduct and the highest standards of integrity are mandatory
- we never play politics
- our consultants are trusted and empowered to make things happen
- results and value for clients are what matters
- we're called on for big picture conceptual thinking plus unfailing attention to detail at the same time
- hard work and team play is the order of the day
- broadly educated, commercially aware, and outstanding thought leaders thrive
- we take a long-term view in all our business and professional behaviour.

If you're ready to take the big career step to being central to the action, where your professional insights and expert advice are both valued and valuable, we'd like to hear from you.

**Please email Linda Julian on [lmj@julianmidwinter.com.au](mailto:lmj@julianmidwinter.com.au) to initiate a confidential discussion.**

strategic  
practice  
development

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