



Rohrbeck Heger
strategic foresight + innovation



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Foresight Consultant

SUMMARY OF POSITION

Foresight Consultants are playing the key role in client engagement – leading and implementing projects with clients and maintaining, guiding them through complex decision making in an uncertain future, and directing and deepening the relationship over time. As part of a forward-thinking, highly motivated and international team of consultants and analysts you will apply innovation and foresight methods, implement and integrate practices into our clients' business units, strategy and R&D departments. You will be responsible for leading project teams of consultants and analysts. You will also be vital in developing and scaling the company and its service portfolio, and strengthening our footprint in selected industries.

KEY TASKS & RESPONSIBILITIES

- Support and drive the problem solving process with a broader team of client analysts and managers using analytical as well as creative techniques and workshops
- Present findings, recommendations and solutions to senior management and executives
- Develop, initiate and implement workshops for data collection, implication discussion, strategy development, and insight transfer
- Manage research and analysis, develop hypotheses, formulate insightful and actionable recommendations for clients in different industries
- Apply existing techniques and methodologies related to the foresight domain such as scenario analysis, roadmapping and backcasting workshops. Potentially develop new methods and formats
- Lead and manage distributed and multi-disciplinary project teams
- Support business development efforts within existing clients and for new client opportunities
- Manage day to day tasks of project work and act as a strong representative of Rohrbeck Heger
- Support company and service portfolio development
- Project management and administration

REQUIRED QUALIFICATIONS & EXPERIENCE

- 1-3 years of work experience – ideally within a strategy or innovation management consulting firm
- Proficient methodological background in strategy, corporate foresight / future studies, innovation management
- Comfortable in running workshops and engaging with senior management and executives
- Superior communication skills – verbally and in writing – for presenting, influencing, persuading and selling to senior management and executives
- Capable of abstraction, systems-level thinking, and in-depth analyses in domains new to you
- In-depth knowledge in a specific industries for developing short-term outlooks
- Generalist across domains for detecting opportunities and developing long-term future outlooks
- Proficient problem solving-skills, creative thinker
- Language skills: German and English required, French or other languages a plus



MODE OF EMPLOYMENT, STARTING DATE

We are looking for an open-minded and motivated consultant to join our team as soon as possible at our premises in Berlin, Germany.

The current opening is for a full-time position. Possibilities for a part-time engagement can be discussed on a case-by-case basis and should be indicated early.

FIRM PROFILE

Rohrbeck Heger is a leading strategic foresight and innovation management consultancy. The company has been founded in 2014 by René Rohrbeck and Tobias Heger after years of continuous scientific and practical work in related domains and contexts.

Our mission is to increase firms' chances of long-term success and enhance sustainable competitiveness. For this reason, our services aim to help being prepared for future developments in a way that enables clients to actively shape the company's future.

We support our clients in translating change into economic value. With our clients we engage in identifying growth opportunities outside their current business, refocus R&D spending towards high-margin innovations, and install systems to trigger and fuel new innovation initiatives. We are typically engaged along three lines of action with our clients:

1. Identifying high value innovation opportunities by scanning the market and technology environment, translating trends into actionable opportunities and selecting those that carry the highest value for the organization. The internal assessment is often combined with open innovation methods such as technology scouting, innovation contests, internal venturing programs and start-up screening.
2. Building strategic foresight capabilities by building lean ways for long-term thinking, installing listening posts in future markets, building internal and external networks of scouts, developing the ability to probe in lead markets, and training and coaching of technology and market scouts.
3. Refocussing R&D spending by building a shared future perspective and using it to match current and future R&D projects with high-value growth opportunities. In such projects we use methods such as the scenario analysis, roadmapping and trend forecasting to create a synthesis of external opportunities and internal capabilities.

SUBMISSION & CONTACT

If you would like to be considered for this position please email your resume and relevant documents to recruiting@rohrbeckheger.com.