# Job Description

# Principal

## Freeman Clarke

Freeman Clarke is a growing business providing Fractional CTO's, CIO's and IT Directors (Principals) to ambitious mid-sized companies with revenues of between £10m & £70m and above. We also work with fast-growth and externally backed start-ups.

## The Opportunity

Freeman Clarke offer the opportunity to grow a portfolio career working with fast-moving medium sized businesses that provides a change in life-style where you can work as much or as little as you want along with the ability to remove the corporate shackles and provide valued and trusted independent, impartial advice and guidance to company boards and owner/managers enabling them to be successful.

## The Candidate

You should be a CTO, CIO or IT Director with in depth corporate/enterprise experience, preferably with known or blue-chip companies. You'll perhaps already be working independently with one or more clients or have left corporate life recognising that you want to do something for yourself, but still within the IT and business leadership space.

## The Capability and Experience

Freeman Clarke Principals provide independent, trusted and impartial advice, guidance and direction at board level. You must be excited by the entrepreneurial, passionate world of fast-paced businesses. Specifically, you need to be capable of:

- Quickly understanding businesses and creating IT strategies relevant to fast-growth company CEOs
- Providing senior leadership to the internal IT Management team
- Ensuring
- Project management and post project benefits realisation
- Developing and enhancing communications between IT teams, suppliers and your clients
- Working across the entire IT spectrum including infrastructure, business systems and online.

You must have extensive and demonstrable experience of:

- Cost management, setting and managing budgets and making the most of that budget
- End to End supplier contract negotiations and outsourcing

- Creating IT strategies that solve business problems and create new business opportunities
- IT operations and projects direction and management, projects recovery and creating and maintaining stability and security
- Coaching, Mentoring and performance management of IT staff
- Implementation and management of standards, processes, policies with experience of compliance and auditing
- Management of business and technology risk including Business Continuity and Disaster Recovery.

You should be:

- Entrepreneurial – able to work with us to win your own clients, and able to help your clients grow their own businesses.
- A natural communicator, able to create trust and to converse as easily with the board as the technicians.
- Passionate about providing value through better use of technology within SMEs.
- Able to understand and work within the SME environment recognising and adjusting for the differences to large corporates.
- Open and honest, energetic, relevant and willing to go the extra mile
- Creative and proactive, able to ensure the right thing is done for the client.

Freeman Clarke expect IT Directors to have the following skills & experience:

- Significant IT Director level experience within the enterprise/corporate space
- Experience of leading and managing all sectors of IT
- Experience in a variety of industry sectors
- Board level working, meetings, presentations and discussions
- Outsourcing and supplier management
- Budget and cost management

Experience in the following areas is also desired:

- Previous experience of consulting with smaller businesses, fast-growth companies and start-ups