



INFLUENCE AT WORK UK: BEHAVIOURAL SCIENCE CONSULTANT

12-MONTH FULL TIME APPOINTMENT WITH POTENTIAL TO EXTEND

About us

INFLUENCE AT WORK (IAW) is the award-winning consultancy of two world-renowned names in the field of influence and persuasion science, Robert Cialdini and Steve Martin. Our books have sold over 8.5 million copies, our research is taught in major universities around the world, and we have been applying our insights to deliver measurable impact for 25 years.

IAW applies the psychology of influence and persuasion to change behaviours and minds delivering lasting results for our clients. We work across a wide range of industries including pharmaceuticals, financial services, transport and even professional sport. Our work is creative, ethical and highly practical.

Examples of our recent and current work include:

- Working with a global healthcare company to increase participation in clinical trials to reduce the burden of disease.
- Partnering with a leading UK bank and investment firm to deliver world-class customer engagement and improved revenues.
- Working with the Financial Conduct Authority to reduce financial scams and hype-investing, a project that has been shortlisted for an industry award.
- Working to reduce the trafficking of protected songbirds with our NGO partner in Indonesia.
- Applying our expertise to demonstrably reduce fare evasion on transport networks in cities around the world including Ireland, France, Sweden and Australia saving millions for public transportation authorities.
- Teaching our influence programmes globally including on our highly regarded Behavioural Science Exec Ed. programme at Columbia Business School.

Despite our global reach and extensive network, we are a small organisation. Everyone in our team plays a crucial role to deliver world-class client results and contribute to the advancement of our science.



Our company values are

- We set the standard.
- We succeed together.
- We focus on outcomes.

Working at IAW means full visibility, unparalleled access, as well as unique opportunities to work with some of the world's most respected researchers and practitioners on projects that are as fascinating and complex as they are rewarding and fun.

We are looking to recruit a talented social psychologist to join our wonderful team.

Find out more about us at www.influenceatwork.co.uk

Our goals and ambitions

IAW wants to maintain our premium position in the practical application of influence & persuasion science and grow our impact.

We are respected as the source of some of the world's leading thinking and insight into influence, persuasion and change. In addition to our published best-selling books, we are sought after speakers and advisors to organisations across the world. We have world class intellectual assets and strong credentials from which to expand our impact.

We strive to deliver cutting edge work that delivers positive and lasting change for our clients.

The role

Our clients come to us for our expertise, rigour and practical impact.

The successful candidate will:

- Have a strong background in social psychology
- Be familiar with influence and persuasion research, including the works of Robert Cialdini and Steve Martin
- Possess a good understanding of experimental and scientific approaches
- Have good data analysis skills to measure impact
- Have the ability to work with imperfect information, be comfortable with ambiguity, and adapt the science of influence and persuasion for real-world use.

In addition to your technical capabilities, you

- write clearly, concisely and adapt to your audience



- speak compellingly, with purpose and energy
- are a team player that listens and supports others
- build rapport quickly with new people in a professional setting
- are creative and adventurous in your thinking
- show initiative and can work independently, while seeking appropriate guidance
- are able to think analytically with attention to detail
- achieve high standards even when juggling multiple things at a time
- welcome others' insights and are willing to learn.

We are looking for someone with 1 - 2 years' experience working in a consulting or business transformation context.

What we offer

We offer the chance to develop your skills and to build your profile from a platform that few can match. You will be provided with formal and informal training, flexibility and the chance to work with a smart, motivated and dedicated team.

Given our size you will get early visibility and responsibility. Expect lots of variety and the chance to collaborate with everyone in the team. From day one you will be using your technical knowledge and creative skills to build bridges from theory to meaningful real-world practice.

Everyone on our team is client facing from the outset and you can expect to work on one or two projects at a time. Our clients are international so you may be expected to travel across the UK and possibly abroad too.

Contract details

Hours: Full time.

Contract: 12-months with the possibility of extension.

Location: We primarily work from home but can use a partner's office space in Oxford Circus, London. You will be required to travel to clients for meetings in the UK and possibly around the world.

Right to work: We can only consider people with a right to live and work in the UK.

Start date: As soon as available.

Application process

To apply, please follow this [link](#). You will be required to

- answer some short questions in lieu of a cover letter
- upload your CV
- and complete a task based on a real client scenario.

The application deadline is Monday 22nd June at 11am.



Successful candidates will be invited to interview in London in July.

You will have the opportunity to discuss your application and there will also be tasks that are reflective of our work and the role so you can demonstrate your skills.

We support diversity and inclusion. If you need any reasonable adjustments, please let us know at recruitment@influenceatwork.co.uk.

We look forward to hearing from you.