

# Professional Services Remuneration Report (Australia)

Position descriptions | May 2021



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**Position Families:**

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[Professional Services](#)

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Positions

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**Position Family: Professional Services**

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Senior Partner / Senior Principal	<a href="#">Aon.PRO.90900.7</a>
Director / Partner Track/Principal	<a href="#">Aon.PRO.90900.6</a>
Senior Manager	<a href="#">Aon.PRO.90900.5</a>
Manager	<a href="#">Aon.PRO.90900.4</a>
Senior Consultant	<a href="#">Aon.PRO.90800.3</a>
Consultant/Analyst	<a href="#">Aon.PRO.90800.2</a>
Graduate	<a href="#">Aon.PRO.90800.1</a>

## Position Description

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**Position title:** Senior Partner / Senior Principal  
**Position code:** Aon.PRO.90900.7  
**Level:** 7

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### Responsible for

Managing a variety of divergent activities/teams under policy control, including fee, revenue and profit generation, achievement of working capital targets.

### Report to

Regional Manager/General Manager, (typically this role would be 2 Levels from the CEO/COO in a large organisation).

### Supervises

Team of Principal consultants, usually within but not limited to, the same functional area or job family.

### Main activities

- Developing and leading a practice, engagement teams, and client relationships.
- Assisting in the development and implementation of the Organisational strategic/business plan.
- Forecasting work loads and ensuring necessary material and human resources to meet project deliverables.
- Managing work technically and contractually to ensure that it meets technical requirements, and proposing alternative solutions where established systems are unable to overcome project problems.
- Monitoring the interaction of various disciplines and providing specialist knowledge where required.

### Key skills

- Demonstrated leadership and management ability
- Specialist knowledge/leading expert/authority in and across industry segments
- Ability to develop new consulting techniques and methods
- Business planning, budgeting and commercial acumen
- An understanding of the business/organisation/marketing context of business solutions

### Internal contacts

Regional Managers, General Managers, Industry and Product Marketing Managers, Project Managers.

### External contacts

Customers at the senior executive level, industry specialist consultants and suppliers.

### Typical experience

Typically at least 15 years of experience in relevant specialised business areas and/or consulting.

### Other comments

## Position Description

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**Position title:** Director / Partner Track/Principal  
**Position code:** Aon.PRO.90900.6  
**Level:** 6

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### Responsible for

Developing new client work for the firm with existing clients and through new client opportunities.

### Report to

Corporate Professional Services Manager/Senior Partner/Global Practice Leader/Board.

### Supervises

Managing a team of consultants

### Main activities

- Developing and leading a practice, engagement teams, and client relationships.
- Being accountable for multiple and complex work assignments, project budgets, delivering within time frames, and short/long term resource planning.
- Preparation of major strategic proposals.

### Key skills

- Specialist knowledge/leading expert/authority in and across industry segments and ability to develop new consulting techniques and methods.

### Internal contacts

Industry and Product Marketing Managers, Project Managers, Development Specialists, Product Specialists.

### External contacts

Customers at the senior executive level, industry specialist consultants and peripheral suppliers.

### Typical experience

Typically at least 12 years of experience in in relevant specialised business areas and/or consulting.

### Other comments

Other titles: Managing Director

## Position Description

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**Position title:** Senior Manager  
**Position code:** Aon.PRO.90900.5  
**Level:** 5

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### Responsible for

Recommends and executes business plans for area of responsibility

### Report to

Associate Partner or Partner.

### Supervises

Managers and senior staff

### Main activities

- Develop client relationships and new business acquisition
- Involved in project staffing, execution, billing and collection
- Involved in budget planning, P&L responsibility, and marketing and sales

### Key skills

- Specialist knowledge of one or more industries or segments.

### Internal contacts

### External contacts

Customers middle management level, various industry specialist consultants and peripheral suppliers.

### Typical experience

Typically at least 7 years experience in relevant specialised business areas and or consulting.

### Other comments

Senior Manager start to have client/business development goals and guidelines.

## Position Description

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**Position title:** Manager  
**Position code:** Aon.PRO.90900.4  
**Level:** 4

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### Responsible for

Directing day-to-day project activities

### Report to

Senior Manager, Associate Partner or Partner.

### Supervises

Staff size supervised typically range from 2 to 8 with potential for larger headcount responsibility depending on size/complexity of project

### Main activities

- Allocate staff to client projects
- Prepare proposals
- Handle day-to-day client relationships

### Key skills

- Knowledge and expertise in field of specialisation

### Internal contacts

### External contacts

### Typical experience

At least 5 years experience in relevant specialised business areas and or consulting

### Other comments

Manages people or projects. Could also be a technical expert.

## Position Description

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**Position title:** Senior Consultant  
**Position code:** Aon.PRO.90800.3  
**Level:** 3

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### Responsible for

Executing and completing project tasks

### Report to

Senior Manager, Associate Partner or Partner.

### Supervises

May have informal responsibility over more junior colleagues

### Main activities

- Execute and complete tasks and analyses
- Identify and resolve problems in a timely fashion following established guidelines

### Key skills

- Fully knowledgeable in field of specialisation

### Internal contacts

### External contacts

### Typical experience

Typically 3+ years of experience. May hold advanced degree or MBA.

### Other comments

Other titles: Senior Associate, Senior Analyst.



## Position Description

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**Position title:** Consultant/Analyst  
**Position code:** Aon.PRO.90800.2  
**Level:** 2

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### Responsible for

Providing an externally-facing service to clients in the development of industry specific strategic business solutions aligned to projects and consulting assignments.

### Report to

Professional Services Manager, Senior Manager/Manager or Partners.

### Supervises

Provides guidance to less experienced analysts or graduates

### Main activities

- Execute and complete tasks and analyses
- Identify and resolve problems in a timely fashion following established guidelines

### Key skills

- Analytical and technical skills in area of expertise

### Internal contacts

### External contacts

### Typical experience

1 - 3 years work experience in relevant specialised business areas and/or consulting

### Other comments

## Position Description

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**Position title:** Graduate  
**Position code:** Aon.PRO.90800.1  
**Level:** 1

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### Responsible for

Performing analysis in support of consulting engagements

### Report to

Senior Consultant or Manager

### Supervises

None

### Main activities

- Conduct analysis under the direct supervision of a manager

### Key skills

- Working knowledge of field of specialisation from previous work experience or university studies
- Individuals at this level are still learning and developing necessary technical skills.

### Internal contacts

### External contacts

### Typical experience

This is an entry level role. Individuals typically have <1 year of professional experience.

### Other comments