

# Associate Manager

**Oxford or Central London**

**c£50,000**

*Our Client is a leading global company, studying consumers in more than 100 countries and providing the most complete view of trends and habits worldwide. Their approach is constantly evolving, not only in terms of where and what they measure, but also in how their insights can help drive profitable growth. They work with major clients to measure market performance, understand consumer behaviour, diagnose and solve marketing and sales issues, and identify and capture growth opportunities. They pride themselves on providing the clearest, most complete view of consumers and markets worldwide, supplying the right intelligence, founded on the right consumer information, in order to help clients make the right decisions.*

We seek someone of high calibre to work within the Consumer Research team, delivering bespoke research to clients. In this key role you will deliver quality reporting, analysis and insights, working closely with other members of the team, other departments, support functions and suppliers. You will:

- Contribute to the overall achievement of CR targets and objectives
- Deliver high quality, value added research on time and within budget
- Manage day-to-day client contact and requests unaided
- Create lasting relationships with clients by meeting and exceeding their expectations
- Manage multiple projects simultaneously
- Monitor project costs and drive budget discipline through the team
- Assist in the creation of project pricing for clients
- Build and maintain positive external supplier relationships
- Oversee fieldwork
- Account for final quality of inputs and design relevant quality checks
- Prepare and present findings to clients
- Recommend and implement improvements to existing processes
- Deliver internal/external training
- Lead on non project-related initiatives for the team (e.g. online initiative)
- Help further integrate Consumer Research within the company
- Coach and mentor junior members of the team
- Line manage as applicable, setting objectives and monitoring performance
- Actively contribute to CR resource planning
- Write compelling and differentiated proposals
- Contribute to business development through the identification of prospects

**PROSPECT**

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*You should have:*

- Strong interpersonal and presentation skills
- Strong team working and mentoring skills
- Ability to influence and lead the team to deliver
- Ability to take on line management responsibility
- An enthusiastic and proactive personality
- Excellent problem solving skills
- Excellent time management / project management skills, with a proven track record of delivering projects on time and to budget
- The ability to be client focussed and solve client issues through research
- Good analytical and insight generation skills, able to use data creatively to tell a story
- Strong grounding in custom research principles, methodologies and statistical techniques
- Good knowledge of FMCG research and a keen interest in this area
- Good business understanding (e.g. drivers of revenue, profit, loss and margin) and grasp of specific details for clients and projects
- Excellent PowerPoint and Excel skills
- Strong numeracy skills
- Degree level education
- Quantitative research experience and qualitative skills an advantage
- Experience of international/multi-country projects an advantage

To apply and discuss this position please email Geoffrey Holland: [geoffrey@prospectmsl.com](mailto:geoffrey@prospectmsl.com) quoting reference number: 8187/GH/NI/AssMgr

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