



## **Business Consultant**

### **Role overview**

KAE provides some of the largest financial services institutions globally (e.g. retail banks, payment card networks and payment service providers, FinTech companies) with innovative, evidence-led insight and analytics and has done for almost 50 years. For this purpose, we have two well-established teams, one team of Business Consultants who are focused on anticipating and tracking trends and monitoring competitor activities for our global clients and another team of Analytics Consultants focused on developing and executing quantitative analysis to respond to our clients' business challenges. Using our commercial mind-set and creativity we turn data and insight into ready-to-use knowledge that informs or transforms our client's marketing strategy. As such, the team is responsible for driving revenue through maintaining and building long-term relationships with the clients we work with. At the end of all projects, our clients receive commercially robust, evidence-based deliverables to help them communicate plans clearly with their stakeholders.

We are looking for an ambitious and commercially aware Consultant in the Business Consulting team with established desk and primary research skills, ideally with experience of the Financial Services sector. The ideal candidates will have experience in a research or consulting environment on the agency side, conducting primary and secondary research and creating insightful client recommendations. They will have experience of CI, B2B and managing small projects as well as delivering client presentations.

### **Key elements of the role**

- Providing insight into markets and competitors through the research of published industry analysis sources and the interviewing of industry experts, suppliers and competitors
- Conducting in-depth interviews with market experts, key players customers and prospects (B2B) and building a network of contacts to engage with
- Adopting a range of approaches such as analysing scarce business intelligence to seize opportunities for our clients
- Presentation creation by drawing sound conclusions and communicating these effectively internally and externally
- Managing small research projects or small parts of more complex projects

### **What we are looking for**

- 3+ years experience in a research / consulting environment
- Complete fluency in written and verbal English is a necessity. Languages such as Italian, German, French and Spanish are a strong advantage.
- Experience in primary research, independently conducting complex in-depth interviews from market research or consultancy environments
- Project management experience running small research projects or small parts / workstreams of larger more complex projects
- Experience in independently creating compelling PowerPoint presentations and delivering them confidently to clients
- A demonstrable passion/interest in Financial Services, previous research / consulting experience in financial services / payments would be a strong advantage
- Economics or Business degree preferred; 1st or 2:1 class degree and strong academics
- A good grasp of modern business and marketing language

- An excellent communicator with a highly engaging manner, who is ready for a client-facing role
- Strong interpersonal skills, team player, self-motivated and driven to deliver
- Ability to work in a demanding environment, independently and as part of a team, and be able to efficiently manage their own time and workload
- Able to demonstrate great attention to detail, an eye for detail is critical
- Working closely with fast-paced clients, the consultant must be enthusiastic but also diplomatic

#### **What we offer**

- A dynamic work environment within a diverse and passionate team
- A high level of responsibility and ownership of your work from early on
- Exposure to all stages of a project and client-facing opportunities
- Challenging work with blue-chip financial services clients globally
- Internal and external training on a range of professional skills courses
- A platform to contribute your own ideas from day one and progress quickly
- A line manager to guide you through work-life at KAE and help you grow
- Bonus, dependent on the company and individual performance
- Pension scheme
- Life Insurance
- Private medical and travel insurance
- Cycle to work scheme
- Social clubs and activities such as running club, yoga club, games night, foosball tournaments
- Flexible working hours – 8-5pm, 9-6pm or 10-7pm

We invest time and effort building our team's core skills by providing clearly defined career paths and ongoing support through line management, mentoring and coaching. The team works closely across different levels in an atmosphere where teamwork and high performance are recognised and rewarded.

**Salary** is £35,000 - £40,000 per annum, dependent on experience.

If this sounds like the right opportunity for you, please apply with your CV and cover letter through to [careers@kae.com](mailto:careers@kae.com).

We will not be able to reach out to every applicant, but we will contact you if your skills and experience are a strong match for the role.