



## SENIOR CONSULTANT

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 ambitious and commercially aware Senior Consultants in the Business Consulting team, who have capabilities managing multiple types of projects, with established project management, client management, output creation, desk and primary research skills. The candidate must have experience in a research or consulting environment on the agency side.

You will have a history of outstanding academic achievement in a subject with some qualitative / quantitative requirements and a keen interest in research as well as financial services

### Key elements of the role

- Overall: responsible for the management of projects entrusted to them, as well as for managing and developing internal and external relationships
- Independently managing mid-large multi-market research/faceted projects with sole responsibility from start to finish.
- Conducting complex and sensitive in-depth interviews with market experts, competitors, key players customers and prospects (B2B) and building a network of contacts to engage with
- Providing compelling insight into markets and competitors through consistently delivering high quality output that meets / exceeds our client expectations.
- Gaining trust and confidence of clients at budget holder level, handling client meetings, resolving issues etc.
- Play an active role in business development: preparing sales presentation, writing proposals, speaking at events, writing white papers / thought leadership pieces
- Proactively participate in people management activities such as line management / mentoring, recruitment, training and development
- Play a role in internal management of KAE – proactively identifying and addressing new systems, process, new research methodologies, drive innovation
- You will build an understanding of the KAE brand, values, competence areas and be able to convey them clearly, both internally and in client situations

### What we are looking for – key experience needed

- **6+ years' experience** in research / consulting environment with a genuine interest / passion in market research methods
- **Complete fluency in English** (precise written English is a must) with a good grasp of modern business and marketing language

- **Vast experience in primary research**, in particular conducting complex in-depth interviews with C-suite, often of a competitive nature
- **Experience in creating compelling PowerPoint presentations** and delivering them directly and confidently to c-suite / senior-level clients
- **Solid people management skills:** line management / mentoring, recruitment, training and development, perspective. Strong interpersonal skills, team player, self-motivated and driven to deliver
- **Business development experience:** including experience creating proposals based on clients' briefs/challenges and selling projects to clients (including designing the research methodology, estimating time and cost etc.)

#### **What we are looking for – other important skills required**

- Demonstrable experience of working in a demanding environment and be able to efficiently manage time, communicate effectively, be enthusiastic and also diplomatic
- An excellent communicator with a highly engaging manner, who is ready for a client-facing role
- Able to demonstrate great attention to detail, an eye for detail is essential
- Qualifications should include a strong and demonstrable quantitative or qualitative element. Economics or Business degree preferred
- Commercial awareness and understanding of core economic principles
- A demonstrable passion / interest in Financial Services, previous research / consulting experience in financial services / payments would be a strong advantage
- Complete fluency in verbal and written English is a necessity. Languages such as Italian, German, French and Spanish are a strong advantage.

#### **What we offer**

- A dynamic work environment within a diverse and passionate team
- Challenging work with blue-chip financial services clients globally
- A high level of responsibility and ownership of your work
- Exposure to internal and external elements of KAE business
- Internal and external training on a range of professional skills courses
- A platform to contribute your own ideas from day one
- A line manager to guide you through work life at KAE
- Discretionary bonus, dependent on company and individual performance
- Pension scheme
- Life assurance
- Private medical and travel insurance
- Cycle to work scheme
- Social clubs and activities such as running club, yoga club, games night, football tournaments
- Flexible working hours – 8-5pm, 9-6pm or 10-7pm

#### **Career Progression**

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**

£55,000 - £65,000 depending on experience and skillset

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.