



Senior Consultant Analyst

Role overview

KAE is a boutique strategic advisory firm that is a trusted partner for some of the biggest and fastest growing companies across the globe. We help our clients to thrive by delivering comprehensive insight and evidence-led recommendations. We work across industries, but our team specialises in payments, financial services, FinTech and Customer Experience. Other industries we work in include technology, travel, media, entertainment and telecommunications.

As part of our business, we have an experienced, dedicated analytics consulting team focused on developing and executing quantitative analysis to respond to our clients' business challenges.

The team is responsible both for maintaining and building long-term relationships with clients and supporting industry-specific projects led by our insights team with analytical expertise. The products we deliver to clients include commercially robust, fact-based reports, white papers, dashboards, presentations and designs to help them communicate results clearly with their stakeholders.

We are looking for a Senior Consultant to support the delivery of strategic advice to our clients and contribute to the development and growth of our business. You will have a history of outstanding academic achievement in a subject with some quantitative requirements and a keen interest and extensive experience in quantitative research.

Key elements of the role

- **Project management:** You will work on every stage of the project life cycle from research design to data analysis and report writing. You will independently manage small to medium-size projects, structuring the work of team members in addition to your own
- **Data collection and preparation:** KAE uses a wide variety of data sources in the completion of its research. You will be expected to identify, source and clean/arrange data to inform a range of critical decisions for our clients. Sources may include survey, web-scraping, or 3rd-party data sources
- **Data analysis:** You will use a range of analytical tools and techniques to develop insights to support decision-making for our clients. KAE's analysts are expert in a number of industry-leading techniques, but are also highly curious, and we seek to continuously expand our knowledge to improve the quality of service we deliver. Examples of analytical techniques include clustering, random-forest models, genetic algorithms, conjoint analysis, Max-Diff, price sensitivity and ordinal and Shapley value regression
- **Data management:** KAE makes use of a range of software packages depending on the data we work with and the hypotheses we are seeking to test. Microsoft Excel, SQL (a range of relational database packages), VBA, SPSS, R, Python and Sawtooth are among the most often used
- **Output creation:** All of our work is bespoke and created uniquely for our clients. As a result, we produce strategic reports, Excel outputs (both data and model) and dashboard solutions depending on which delivers the most value
- **Business development:** You will play an active role in business development by preparing sales presentations, writing proposals, speaking at events, writing white papers / thought leadership pieces
- **People management:** You will proactively participate in people management activities such as line management / mentoring, recruitment, training and development

What we are looking for

We want people to join our team who have a true passion for research and consulting. We look for people with inquisitive minds that can understand complex topics and challenge the status quo. We also look for people who can clearly articulate their ideas, findings and recommendations to a variety of audiences.

We are looking for:

- At least 4 years of experience working with an analytics team at a strategy consultancy / firm, research agency or in-house with a team specialising in delivering insight through quantitative research
- Advanced Excel and SPSS proficiency (knowledge of a programming language, preferably Python or R would be an advantage)
- Solid experience in survey design
- Familiarity with most of the data analysis techniques outlined above, such as conjoint, regression and clustering
- An eye for detail is essential, as is a genuine interest in market research methods, quantitative analysis, statistics, and modelling
- Commercial awareness and understanding of core economic principles
- Demonstrable experience of working in a demanding environment and be able to efficiently manage time, communicate effectively, be enthusiastic and support others
- Passion / strong interest in payments and financial services as a large proportion of our projects are in these areas
- An ability to:
 - Create compelling presentations and deliver them with confidence
 - Independently build relationships with team members and client staff
 - Organise and document work in a thorough and transparent manner
 - Think creatively and originally when confronted with challenges
 - Train and develop others

Everyone at KAE brings their whole self to work. We have a diverse team and are not only interested in your skills and work experience, but also what makes you, you.

We love working together and having fun as a team of interesting people, all with different passions, backgrounds, and experiences (both on a professional and personal level). Our clients love working with us because of who we are and the pride we take in our work.

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
- A matched contribution 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, foosball tournaments
- Flexible working hours – 8-5pm, 9-6pm or 10-7pm

Salary

£45,000 - £55,000 per annum dependent on experience

Career progression

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

The interview process

First Stage: Call with Head of Analytics Consulting

Second Stage: Tests, Presentation, Interview

If this sounds like the right opportunity for you, please apply by emailing your CV **and cover letter** to 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.