

Market Research Consultant: Birmingham

Winning Moves is a fast-growing consultancy with data at the heart of everything we do. In our 21st year of business, we are now seeking a talented and ambitious Consultant to join our busy and lively team.

Our new Consultant will initially focus on delivering our research and evaluation services, with a view to broadening skills, knowledge and understanding so that you can, in time, also support our business consultancy and software offerings. On a day to day basis, you will be expected to deliver – with an uncompromising approach to quality - across the whole lifecycle of research and evaluation projects as well as writing winning bids to help us grow. You should be a trusted pair of hands for our clients, able to converse easily and professionally with project stakeholders including clients and colleagues. You can write clearly, compellingly and in plain English detailing findings and recommendations rooted in evidence.

You're able to use a wide range of qualitative, quantitative and mixed methodologies to answer research questions including establishing awareness, exploring markets and behaviours and helping clients to understand their customer's experience and satisfaction. Alongside this; we are evaluation specialists and would work with you to design and deliver incisive and robust solutions to help our clients make informed, evidence-based decisions by exploring what works, for whom and under what circumstances, and the difference they have made.

We are experts in our field and are the trusted advisers and critical friends to a range of high profile, international clients across the public, private and third sectors including numerous international, central, and local government bodies as well as the United Nations. The work you'll do will be important as it will help our clients to make informed decisions and set future policy that really makes a difference.

We're looking for someone who is passionate about making a difference, nosey enough to ask the right questions that probe to the heart of issues and who works well independently or as part of team. Ideally you'll have at least 3 years experience of dealing with client-facing research and evaluation projects, though we will consider less. Importantly you should be different, better, faster, fun, ethical and agile in your personality and your approach to work – we're awesome to work with because we love what we do and we want to work with people that think and behave alike.

On a day to day basis, you will:

- Take intellectual ownership of both qualitative and quantitative projects: to devise and/or further develop methodologies and research instruments that ensure we generate the insight and understanding that our clients require
- Conduct analysis to generate the insights we require to answer the research questions, and generate a 'story' from the evidence

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- Work with the delivery team, to ensure that the methodology is implemented effectively and to the required level of quality, and ensure the work we undertake delivers profit to our business
- Produce high quality outputs (reports, presentations etc) that meet and, ideally, exceed the expectations of internal and external clients
- Support the success of our business by identifying/creating opportunities, growing existing business, winning new business and securing repeat business
- Be proactive in identifying ways in which our business can improve the quality, profitability and timeliness of its work, and take action to ensure continuous improvement (including improvements to project and resource management systems as well as innovations relating to project delivery)
- Explore and innovate new approaches / methodological techniques that add value to the client or profit to us.

Experience:

Essential

- Educated to degree level or equivalent
- Minimum of 3 years' experience dealing with research and evaluation projects/services (qualitative and quantitative) and managing client-facing projects
- Competent in method and research instrument design and delivery
- Demonstrable experience of secondary research
- Experience of conducting qualitative interviews
- Awareness of data analysis tools and techniques
- Experience of writing and delivering compelling evidence-based reports and presentations
- Experience of motivating and managing project teams to deliver on time, in scope, to budget and to client satisfaction
- Excellent customer service skills
- Ability to assimilate information quickly

Desirable:

- Track record of writing bids and proposals and responding to tenders to successfully win work
- PRINCE2 project management
- Awareness of ISO20252

Personal Attributes:

- Commercial outlook
- Creativity and imagination
- Excellent interpersonal and communication skills
- Ability to adapt and pick up new processes
- Ability to assimilate information quickly
- A can-do, driven and hard-working attitude
- Must be thorough and precise in their work
- Ability to work individually or in a team to meet tight deadlines



- Ability to multi-task
- Fun and dependable

Apply:

Email your CV and a covering letter setting out why you should be considered for the role to info@winningmoves.com by 27th October 2017.

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