

Market Research Consultant: Birmingham

£30,000 per annum plus benefits

Winning Moves is seeking to recruit a Consultant to join our busy team.

At Winning Moves we believe that others are capable of achieving much more than they ever thought possible. Our evidence-based insights help organisations to make more effective decisions and achieve better outcomes. We help our clients to achieve their potential.

Through challenging thinking and unlocking insights from data, we transform the way our clients work and what they can achieve. We do this through a unique portfolio of services including:

- insightful research and evaluation;
- delivery of targeted business consultancy; and
- development and deployment of intelligent software products.

Established for over two decades, 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 central and local government bodies, Enterprise Ireland, the Australian Government and the United Nations.

As individuals we are innovative thinkers and problem solvers, driven by a passion to deliver exceptional results. We think differently to deliver better solutions, faster.

For more information please visit our website www.winningmoves.com.

The role of consultant is critical to the success of our business and you will need to be able to deliver projects, as well as write bids and win work. The role will initially focus on the research and evaluation services, with a view to broadening skills, knowledge and understanding so that you can also support our business consultancy and software offerings. Specifically, you will contribute to projects for:

- Insightful research – using a wide range of methodologies to answer research questions including establishing awareness, exploring markets and behaviours and helping clients to understand their customer’s experience and satisfaction;
- Robust evaluation – designing and delivering 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;

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
- 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

If this sounds like you, please get in touch with us outlining you and how your skills and experience make you a good fit for the role. Applications to be sent to recruitment@winningmoves.com. Closing date for applications is 4pm, Thursday 6th July 2017.