

AVP/ VP - Research and Consulting

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Company: Axience

Location: mumbai

Category: other-general

About the Company Axience is a professional business services firm, established with a credo of delivering "Integrated Bespoke Solutions" for our clients We provide high quality bespoke and boutique-style financial and business research services and have established ourselves as a well-regarded research firm delivering value-added and complex work to a strong client base, through a highly capable analyst and management team Our main office is located in Mumbai (India), along with small capabilities in Dubai (UAE) and Cluj Napoca (Romania) Associate Vice President (AVP) / Vice President (VP) - Research and Consulting Under our research and consulting vertical, we support reputable large and medium size corporates and consulting firms globally in projects varying from simple newsletters and company profiles to complex competition intelligence/benchmarking, feasibility studies and strategy formulation Our business is a mix of ongoing dedicated analyst relationships and ad-hoc value-added projects. This mix allows our staff to have arguably better learning and growth opportunities than our peers The Role AVP / VP will be exclusively responsible for all ongoing projects (existing and new) for one or more accounts in Research and Consulting Business and possibly in other sectors too AVP / VP will play a key role (if not exclusive lead role) in complex, client engaging ad-hoc projects related to business/market/competitive assessment and intelligence He/she will lead anywhere between one to four accounts based on size and importance of accounts, experience and seniority of account lead and other factors and work time to time on other accounts and initiatives AVP / VP will have a customer centric mind over and above delivery centric approach and will engage directly with senior management of the firm and act as an interface between delivery

team and management as directed and needed Core Responsibilities Work on range of projects including market entry study, opportunity assessment, competitive landscape, target/supplier identification & benchmarking, newsletters, company profiles, etc Lead end to end delivery of projects - scoping, planning, day to day analysis, managing efforts of junior team members, client interface, conducting own analysis and reporting Involved in hands-on delivery of a cross section of client and internal projects Innovate new ways of gathering, representing and disseminating information, so that coverage and effectiveness is maximized Demonstrate and promote top quartile project delivery by strict adherence to quality framework and provide inputs for enhancing the framework Support junior team members by providing guidance for day-to-day project delivery and coaching on subject matter or functional skills Manage the relationship with clients (account management) by building a strong personal connect with internal senior stakeholders and client contacts Help increase total wallet size of Axience business with the account and in related industries Actively engage with potential & current customers by launching campaigns, maintaining client relationships, maximizing ROI & effectiveness Working on RFP and proposals as well as research pilot projects for the clients Execute ideas and run campaigns with business heads end-to-end: including identifying the right opportunities, negotiation, closure, execution & follow-up reports

Desired Academic and Professional Background Top tier education and academic performance preferably with advanced degrees one of which should be life sciences or pharmaceuticals related At least 5-10 years of experience working on various projects into multiple sectors and have supported Corporates / Professional Services / Investment Management clients Experience in complex ad-hoc projects requiring structured analysis and thinking over and above information collection and presentation is critical to this and most roles at Axience Experience in writing sector reports (mid-size to large) covering every aspect of the industry dynamics – market sizing, segmentation, outlook, growth drivers, trends, challenges, competition, M&A, regulatory aspect and others. If no experience in writing reports, the please don't apply Prior experience in managing research and consulting projects from scope definition to delivery and client engagement Prior proven experience in handholding fresh and junior staff in pedagogic manner and developing them Proven experience in complex ad-hoc projects delivery efficiently Sample suitable background Upper quartile consulting/KPO experience followed by a top tier MBA/advance degree Top tier MBA/advanced degree followed by upper quartile consulting/KPO/research experience Top tier/exceptional bachelor degree (Engineering background) with exceptional

relevant experience
Aptitude: Desired high aptitude scores in standardized testing
Please DO NOT apply if you do not fulfil the above criteria
Required skills
Excellent oral and written communication skills (English), interpersonal skills, and ability to multi-task
Strong analytical skills with focus on efficiency and quality
Understanding about analytical modelling skills such as regression analysis, financial ratio analysis, etc.
Report writing skills
Proficiency in working on databases and, excellent MS Office and Excel skills
Attention to detail and curiosity
Genuine interest in managing people and processes
Ability to survive in fast pace environment
sometime working on slightly vague instructions from clients and senior management
Self-starters who can work without much supervision and generate consistently high-quality output
Have a desire to make a significant contribution to a rapidly growing organization
Experience in pulling off client data and approaching from scratch
Client data and approaching from scratch

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