



VALOUR CONSULTANCY JOB DESCRIPTION

JOB TITLE: Market Research Analyst, Mobility Group

JOB TYPE: Full time

LOCATION: Remote, United Kingdom

SUPERVISOR/MANAGER: Joshua Flood, Co-Founder and Senior Analyst

OUTLINE:

As part of Valour Consultancy's on-going growth and expansion we are looking for a market research analyst to join our fast-growing mobility team. In this integral role, you will work closely with colleagues, industry experts and customers to scope, produce and sell high quality, in-depth market reports, primarily focussed on technology destined for use in the maritime and aviation sectors. You will contribute to various custom research and consulting projects and engage, face to face, with clients located all over the world.

Additional Information

The role is intended to be full-time but with some flexibility in hours to suit the successful candidate's needs and clients' international time zones. Valour Consultancy has a predominantly home-based working environment although we do encourage regular internal communication and co-working. There could be an allowance for a shared office/desk if necessary.

The role is intended to suit someone looking to advance their analyst career after gaining initial post-graduate experience. Dependent on the successful candidate's aptitude, interests and skillset, this could lead to further long-term opportunities in the market analysis, research, and consultancy pathways at Valour Consultancy.

MAIN DUTIES/RESPONSIBILITIES:

- In this role you will be responsible for the end-to-end research process, from defining the report's scope to marketing the finished product;
- Working with a senior analyst, you will be expected to effectively scope each study you work on; evolving existing work we have done and ensuring the content remains relevant by identifying the key questions that need answering and the important topics the report should focus on;
- We wish for you to become recognised as an industry expert, able to develop accurate and actionable insights by building your knowledge on each report area during the research period (which tends to be anywhere from a few weeks to six months) by:
 - Conducting telephone and face-to-face interviews with companies to identify key market trends and actionable insights;
 - Identifying and attending key industry events;
 - Carrying out secondary research to fill any knowledge gaps;
- You will produce robust and justifiable forecasts underpinned by written analysis of the findings;
- You won't be asked to hide away whilst others take the glory for your work. Instead, you will create and present your findings to clients (supported by the team as necessary), via a webinar or at industry events;
 - Developing the ability to lead discussions with industry experts and present in front of large groups is therefore vital;



- Beyond the day-to-day tasks you will continue to build and maintain knowledge of assigned markets by actively contributing to regular blogs, collating relevant industry news, and staying on top of current events;
- We want you to influence the direction of the company and encourage all team members to contribute to the group strategy by recommending and evaluating new focus areas;
- When asked to lead or support on custom research projects, you will be expected to deliver high-quality and timely deliverables as required;
- Finally, you will need to demonstrate you can effectively respond to client research-related questions of various complexity in a timely fashion.

SKILLS & EXPERIENCE

Qualifications:

Bachelor's degree preferably in business studies, history, politics, philosophy, economics, statistics, geography or engineering; other subjects and backgrounds with qualifying experience will also be considered. In addition to qualifications, a candidate's approach, aptitude, enthusiasm, experience and mindset are all highly valued.

Experience:

This role will be focussed on delivering research and consultancy services to the mobility sector. Any directly related experience acquired by working in industry, government, or consulting is preferred but not essential.

Skills:

- Ability to take the initiative to identify and resolve complex problems independently;
- Ability to utilise and/or build knowledge of assigned research areas to produce carefully vetted, quantitative products, and written work;
- Ability to read and write content-rich research reports in good English;
- Ability to slot into a small team and be a team player as well as being able to work autonomously;
- Familiar with MS Office applications (Excel, Word and PowerPoint);
- Solid problem-solving, judgment and decision-making skills;
- A keen eye for detail and highly effective organisation and prioritisation skills, including the ability to project manage and deliver on time;
- Additional languages are a bonus but not essential.

PERFORMANCE GOALS:

In your first year with Valour Consultancy, you will:

- Co-author at least two market reports on topics that will be defined in the opening weeks of your employment – supporting on all phases of the research process;
- Depending on the topic, lead or provide support with ad-hoc custom research projects – both in terms of creating a proposal/statement of work and delivery;
- On at least one occasion, present specific report findings to clients, via a webinar or at industry events;
- Build and maintain knowledge of assigned markets by actively contributing to at least 2 blogs, collating relevant industry news, and staying on top of current events;



- Demonstrate you can effectively respond to client research-related questions of various complexity in a timely fashion;
- Build relationships with existing and new industry contacts to develop your network and promote Valour Consultancy to prospective clients;
- Attend at least one industry event to develop your network and conduct background research and marketing.

SALARY + BENEFITS:

- £23,000 to £30,000 per annum
- 25 holidays per annum
- Life insurance (3x salary), pension and personal days;
- Opportunity to (re)launch and develop your career in a growing, supportive, flexible and friendly working environment.

About Valour Consultancy:

Valour Consultancy is a UK-based provider of market intelligence services. Founded in 2012, the company has grown rapidly and is renowned for its comprehensive and high-quality research and consultancy. This growth was officially recognised in 2020 when we were honoured with the prestigious Queen's Award for Enterprise in the category of International Trade.

Since inception, our analysis has primarily centered on the mobility market and several major names in the aviation, maritime and land mobility markets continually rely on our expert insight and analysis. In 2021, we were joined by John Devlin, founder of P.A.ID Strategies, and subsequently expanded our coverage to encompass payments, authentication, identity and the security and connectivity of people, devices, objects and transactions.

Application Instructions:

To apply, please email your CV and a cover letter to HR@valourconsultancy.com

Application deadline: 1st September 2022