Job Description – Associate

About us

Expand Research is a specialist firm providing unique data-driven business intelligence and decision support as a trusted advisor to senior executives across the world's leading financial services firms to help them to grow, compete and operate more effectively. Expand's activities are focused on data benchmarking and market research in technology, operations, FinTech and market data, with particular expertise around strategic cost and human resourcing benchmarking in wholesale finance.

Founded in 2001 as an independent research boutique, Expand is now a wholly-owned subsidiary of the Boston Consulting Group, headquartered in London and with offices in Singapore and New York. Our enthusiastic and committed team has a friendly, diverse small company feel with regular social events (including virtual ones!) and a highly collaborative, professional, supportive and entrepreneurial working culture.

Job description

Associates support the Delivery team with data analysis of specific projects for clients in the financial services industry with a focus across Asset & Wealth Management, Corporate and Investment Banking, or Commercial Banking. The role involves working on large data sets, including handling and examining data and specifications in a benchmarking context, and using these to share insights with clients to help improve their efficiency and business performance.

Associates are encouraged to take responsibility for their own deliverables ranging from periodic benchmarking activities to bespoke client projects and industry roundtables. Additionally, they may assist with the management of individual client accounts and support the development of internal initiatives such as knowledge sharing groups, process improvements or organising social activities.

While oversight is provided by senior team members, Expand's culture puts emphasis on personal ownership from the very start of your career. Associates play an active role in all aspects of the delivery lifecycle, from sales through to initial data collection, thorough analysis, visualisation and communication of the findings to the client. In addition to allowing you to see the results of your work, this provides a great deal of diversity on the job and enables you to develop broad business skills and knowledge. As you progress you will have an increasing level of direct client exposure, which in many cases reaches C-level executives.

We are looking for proactive, curious and diligent individuals: analytical and articulate problem solvers who, with clear instruction, will play a large part in the delivery process. The role involves learning and increasing business knowledge and technical skills quickly, with the resulting opportunity to progress internally and take on more responsibility as your knowledge grows.

Job requirements

Basic job requirements
- Bachelor's degree, preferably in a quantitative or science subject, with a 2:1 (+3.2 GPA) or higher or corresponding equivalent
- Interest in the financial services industry
- Relevant work experience/internship in financial services, consultancy, research or analytical work is helpful but not essential

Key competencies
- Excellent analytical abilities, including the interpretation of large data sets and deciphering the findings into clear messages and visuals
- Effective written and verbal communication with internal and external stakeholders and strong interpersonal skills

- Strong attention to detail, with an efficient and thorough approach
- The ability to develop an understanding of individual client needs and industry trends
- A proactive and entrepreneurial mind-set
- A strong work ethic and service mentality with the ability to manage multiple tasks and stakeholder relationships in parallel
- Collaborative, dependable, responsive team player with the ability to work independently and take initiative as you build trust
- Strong MS Excel skills are preferred, and experience using SQL and VBA is an advantage but not required

Apply now

Please email your CV and covering letter, including why you are interested in this role and consider yourself to be a good fit for it, to **careers@expandresearch.com** quoting reference **UKAAWS.**

Please also include your current and desired salary and confirmation that you are permitted to work in the UK, along with your notice period/available start date. Our office is currently closed during the COVID-19 pandemic, so you would initially be working from home and employment would be subject to you having an appropriate home-working setup (desk, chair, internet connection, quiet working space).

Applications without a covering letter will not be considered.
Only candidates that are already authorised to work in the UK will be considered.