



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

A key member of the Delivery team in Asia responsible for data analysis for clients in the financial services industry, primarily supporting the IT Regulatory Risk practice but also with a focus on topics across Corporate and Investment Banking, Wealth & Asset Management, Commercial Banking, FinTech or Retail Banking. The role involves working with senior executives and using large qualitative and quantitative data sets to diagnose / solve clients' problems or provide insights. The candidate is expected to have a basic understanding of and interest in the field of technology risk, from technology-related regulations in APAC to topical issues in current and emerging technologies.

Associates are encouraged to take responsibility for their own deliverables ranging from bespoke client projects to benchmarking activities delivered to clients through workshops in many cases reaching C-level executives. Additionally, they may assist with the management of individual client accounts and be involved in 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, through 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. From day one you will have direct client exposure.

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.
- Familiarity with IT Audit / Technology Risk Management and with technology-related terminologies and regulations is an advantage.
- Travelling is required post Covid

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 singapore.careers@expandresearch.com quoting reference SGALI.

Please include your desired salary, current notice period and confirmation of whether you are already resident in Singapore and permitted to work there.

Applications without a covering letter will not be considered.

By submitting your personal information, which could include a job application, you give Expand and BCG permission to process, screen and store it for the purposes of the recruitment process. We may share this personal information with a third party IT provider which hosts our recruitment platform and with third party assessment providers who assesses your qualifications as part of the recruitment process. Your personal information will not be shared with any other parties except as set out herein. For additional information, please review our [privacy policy](#) which we will update from time to time. You give Expand and BCG permission to retain your application and contact details to verify whether you have previously applied and so that we may notify you of further opportunities.