

Job Description – Lead Analyst

About us

Expand Research is a specialist firm that provides unique business intelligence and decision support services via benchmarking and market research across the global financial services industry. The majority of Expand's activities are focused on strategic cost and human resourcing benchmarking across a variety of financial services sectors.

We are a wholly-owned subsidiary of the Boston Consulting Group and are headquartered in London with offices in Singapore and New York. Our enthusiastic and committed team has a friendly, diverse small company feel with regular social events and a highly collaborative, professional, supportive and entrepreneurial working culture.

Job description

The Lead Analyst role has responsibility for managing and delivering an entire data analysis programme/portfolio of high value products, internally and/or to clients in the financial services industry. These portfolios may include single benchmarking revenue streams, bespoke client assignments, assisting with the management of specific client accounts or the development of internal methodology and processes.

The role involves working on large data sets, including handling and examining data and specifications in a benchmarking context, and using these to diagnose/solve clients' problems or provide insights to help improve efficiency and business performance. The successful candidate will enjoy regular client facing exposure and demonstrate wide domain knowledge.

Key responsibilities will include:

- Successfully delivering at least one entire data analysis programme and potentially several smaller programmes
- Leading client and internal meetings effectively
- Ensuring that clients are satisfied and project timelines are met
- Managing a small team, maximising performance and the effective use of resources
- Working collaboratively with colleagues to ensure the programme's membership remains high

While oversight is provided by senior team members, Expand's culture puts emphasis on personal ownership at every stage of an employee's career. Furthermore, Lead Analysts play an active role in all aspects of the delivery lifecycle, from supporting sales through to initial data collection, analysis, visualisation and communication of the findings, allowing for a great deal of diversity on the job and the development of a broad skills set. You will have a high level of direct client exposure, which in many cases reaches C-level executives.

We are looking for a proactive, curious and diligent individual: an analytical and articulate problem solver who will lead the analysis delivery process. The role involves learning and increasing business knowledge quickly, with the resulting opportunity to progress internally.

Requirements

Qualifications and Experience

- Strong Bachelor's degree, preferably in a quantitative or analytical subject
- 3+ years' work experience in data analysis, ideally benchmarking (financial services, consultancy or market research preferred)

Technical

- Advanced MS Office skills: especially Excel (including pivot tables and comfort with complex data sets) and PowerPoint

- Ability to interrogate, interpret, analyse and model data to extract insights and answer clients queries
- Excellent analytical, rational thinking and problem solving ability
- Attention to detail
- Knowledge of financial services terminology and concepts

Non-Technical

- Engaging presentation and storytelling skills, with the ability to lead client meetings, develop a deep understanding of client needs and handle difficult client situations effectively
- Project management of high value products, including time management and prioritisation skills
- Ability to handle data and information sensitively and confidentially
- Ability to work accurately and simultaneously on multiple assignments, sometimes under pressure, leveraging resources accordingly and reporting progress to stakeholders
- Effective verbal and written communication
- Entrepreneurial, creative and collaborative mind-set, demonstrating ownership and initiative

Apply now

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Please include your desired salary and current notice period/available start date.

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