

## Job Description – Lead Analyst / Project Leader

### 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, inclusive small company feel with regular social events and a highly collaborative, professional, supportive and entrepreneurial working culture.

Expand offers a market-appropriate salary, bonus and retirement package with medical, vacation, life insurance, disability insurance and wellbeing benefits.

### Job description

As a Lead Analyst or Project Leader, your time will be split between working alongside BCG's core Financial Institutions consulting teams on client cases, managing and delivering data analysis programmes/portfolios of high value products to external clients in the financial services industry, and driving strategic programmes and benchmark product development within the Expand business. This may include single benchmarking revenue streams, bespoke client assignments, managing specific client accounts or the development of internal methodology and processes.

You will enjoy regular senior client facing exposure, including delivering formal presentations to senior management, and demonstrate wide domain knowledge to provide revenue growth and innovation. The role involves using content expertise to explore large data sets and using these to diagnose/solve clients' problems or provide insightful analytical diagnostic reports to help improve efficiency and business performance.

Expand's culture puts emphasis on personal ownership and we are looking for proactive, curious and diligent people: articulate, commercial and analytical problem solvers. You'll collaborate on interesting projects with team members from different backgrounds and disciplines, increasing your understanding of complex business problems from diverse perspectives and developing a strong understanding of the topics and KPIs senior leaders deem critical when assessing their business relative to the competition.

### Requirements

#### Qualifications and Experience

- Strong Bachelor's degree, preferably in a quantitative or analytical subject
- 3+ years' work experience in financial services, analytical consulting or data analysis with a focus on ESG topics

#### Technical

- Advanced MS Office skills: especially Excel (including pivot tables and comfort with complex data sets) and PowerPoint
- Excellent analytical, rational thinking and problem solving ability and desire to drive insight
- Ability to interrogate, interpret, analyse and model data to extract insights and answer clients queries
- Attention to detail, ensuring assumptions are rooted in facts/analysis and data is validated and checked
- 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 and empathetically

- Entrepreneurial, creative and collaborative mind-set, demonstrating ownership and initiative
- Strong verbal and written communication skills with ability to clearly and succinctly articulate a problem statement, ways to tackle researching solutions and being able to adjust quickly to the needs of the audience and stakeholders
- Listening and learning – ability to quickly understand the client’s business, get their perspectives, and tailor solutions that are appropriate to meet their needs
- Product development and project management of high value products, including time management and prioritisation skills
- Ability to work accurately and simultaneously on multiple assignments, sometimes under pressure, leveraging resources accordingly and reporting progress to stakeholders
- Ability to collaborate effectively within Expand and connect across the various BCG business units
- Ability to handle data and information sensitively and confidentially

### Apply now

Please email your CV to [careers@expandresearch.com](mailto:careers@expandresearch.com) quoting reference **USLAWS**.

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

*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.*