



## Job Description – Associate

### About us

Expand Research is a specialist firm providing unique data-driven business intelligence as a trusted advisor to senior executives across the world's leading financial services firms to help them to operate more effectively. Expand's activities are focused on data benchmarking 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 projects for clients in the financial services industry with a focus across Asset & Wealth Management, Corporate and Investment Banking, and Commercial Banking. The role involves handling and examining large data sets, and using these to share benchmarking 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 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 get involved 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

- Strong analytical skills, including the manipulation of data in Excel and translating 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 a proactive, efficient and thorough approach

- 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

## Apply now

This is an immediate vacancy, and early application would be an advantage.

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](mailto: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.*

*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.*