

<b>Position Title</b>	<b>Manager/Senior Manager – Research And Insights</b>
<b>Department</b>	<b>Research And Insights</b>
<b>Schedule</b>	<b>Full-Time</b>
<b>Location</b>	<b>Bengaluru</b>

## OVERVIEW

### Course5 Intelligence

We enable organizations to make the most effective strategic and tactical moves relating to their customers, markets, and competition at the rapid pace that the digital business world demands. Founded in 2000, our business areas include Market Intelligence, Big Data Analytics, Digital Transformation, Artificial Intelligence, and Analytics. Rapid advances in Artificial Intelligence and Machine Learning technology have enabled us to create disruptive technologies and accelerators under our Course5 Intelligence suites that combine analytics, digital, and research solutions to provide significant and long-term value to our clients.

More information can be found at [www.course5i.com](http://www.course5i.com)

### Global Offices

United States | India | United Kingdom | Singapore | United Arab of Emirates

## POSITION SUMMARY

The manager is expected to come with strong project, client, people, conflict and change management experience. The manager will be key in ensuring deliverables are in-line with the business needs of the clients. He/she will support the coaching and professional development of team members. He/she will also be required to support business development activities.

## ROLES AND RESPONSIBILITIES

- Good understanding of Technology market and emerging topics
- 7-10 years of market research experience
- Last 2-3 years' experience should be from Technology market research
- Strong written/verbal communication skills in English
- Experience in interfacing and engaging with clients
- Experience in conducting Opportunity analysis, Market analysis, Audits, Competitive analysis, SWOT, Competitive Benchmarking, Sizing, Battle cards, Product/service Teardowns, TCO analysis etc.
- Analyze and synthesize research findings to develop valuable insights and strategic recommendations in concise and organized way

- Design and create error-free, client-ready presentations in Microsoft PowerPoint, Word, and Excel in consumable format
- Client Account Management
- People Management
- Ability to manage multiple projects at hand and take ownership of the assigned focus area and build subject matter expertise
- Role also requires to create marketing collaterals like whitepapers and blogs on emerging hot topic areas and build/improve capabilities in that area
- Play an active role in identifying new areas which can be productized.

#### **Research execution and analysis/reporting**

- Assist in identifying appropriate sources of information related to the research topic
- Assist in the development of a systematic framework for searching for and gathering information related to the research topic
- Utilize the agreed upon framework to collect relevant information
- Review, comprehend, code the available information using the agreed upon framework
- Generate summaries of the information in concise, well-organized, easy-to-understand format utilizing good English language skills
- Comprehend the information gathered and determine its relevance to the research objective
- Develop report templates to meet the business objectives

#### **Project management:**

- Participate in project process/scheduling
- Organize, manage and maintain project related documents/files as directed
- Complete project timesheets/Famstack accurately
- Provide internal team members with ongoing status reports on the progress of projects
- Effectively and proactively communicate with internal clients, team members, vendors/partners to ensure successful project execution
- Managing, motivating and leading the team
- Developing and maintaining a detailed KRAs, doing regular 1:1, drive positivity within the team and take care of the people
- Feedback management from team/clients. Work on them as quickly as possible
- Collaborate with other leads and team members within our team and outside our teams

#### **General:**

- Identify process improvement opportunities and suggest solutions
- Think creatively to identify new and relevant information sources
- Work towards building domain expertise in various subject matters

**REQUIRED KNOWLEDGE, SKILLS AND ABILITIES:-**

Domain/Focus area is Information Technology (Enterprise solutions and service including Big Data, Cloud Computing, Ecommerce, Security, Software, Services, Hardware etc.) are required. If they have any other industry experience more than 3 years, they can be ignored

- Experience in working with International/Multinational clients and/or US-based clients
- Experience in working with **Technology client** would be added advantage Expertise in online Sources including experience with conducting business-related searches on various standard search engines like Google
- Familiarity with public domain and syndicated document databases such as IDC, Gartner, Nexis, Forrester, Data monitor, etc.
- Social media sensing
- Tech skillsets like crawling, idea and exposure towards R and Python is plus.
- Good hands-on experience in developing summaries and reports from various secondary data sources
- Strong written/verbal communication skills in English
- Familiarity and ability to comprehend basic quantitative data commonly used in business analysis