

Job Description

Company	Course5 Intelligence
Position Title	Graphic Design
Work Location	Bengaluru/ Coimbatore

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

Global Offices

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

Job Responsibilities:

- Understanding the nature of clients (internal / external) and work to fulfil project requirements.
- Hunt for and vet new partners to improve global reach across b2c / b2b and healthcare audience
- Work with partners to enhance data quality percentage for sample delivery.
- Drive operational improvements which result in savings / increased profitability.
- Constantly monitor and update the pricing grid to keep pace with the latest development.
- Provide suggestion to sales or delivery teams on data collection methodology, technology platforms, project feasibility
- Coordinate and troubleshoot with the vendors and delivery teams to facilitate quality and time bound delivery to facilitate manage client expectations.
- Ensure project billing tracker and all weekly / monthly / quarterly reports for key metrics are published on time.
- Manage vendor Invoices and coordinate with Finance team for timely payout.
- Providing pre-sales support to internal sales team.
- Review the bid as received from Sales Team, analyze it for information completeness and get back to Sales with questions or reach out to partner network for costs
- Preparing quotations with feasibility, pricing, and timelines for various consumer, b2b, healthcare projects across both qualitative and quantitative work across the globe



- Performing secondary research to identify and enhance the vendor database across specialties and geographies.
- Following up on potential bids in a timely manner and obtaining feedback from sales
- Acting on feedback, negotiate with partners and increase win ratio.
- Maintain and develop good working relationships with partners.

Requirements & Qualifications:

- Must have Bachelors Degree with ~10 years of relevant experience required
- 10 years of relevant experience
- Understanding of the Market Research industry
- Some bit of research know how / background
- Prior experience of vendor management in the MR industry.
- Good to have: Sales / PM experiences in the MR industry will be beneficial.
- Team Management experience.

Course5 is proud to be an equal opportunity employer. We are committed to equal employment opportunity regardless of race, color, religion, sex, sexual orientation, age, marital status, disability, gender identity, etc. If you have a disability or special need that requires accommodation, please keep us informed about the same at the hiring stages for us to factor necessary accommodations.

