



Client: Fletcher CSI

Position Title: Research Analyst

Location: Winooski, VT

Fletcher/CSI is a competitive intelligence and strategy consulting firm advising leading companies around the globe. The U.S. headquarters is located in Winooski, Vermont, and the European headquarters, established in 2010, is located in Bucks, United Kingdom. Erik Glitman founded Fletcher/CSI in 1988, which makes the firm one of the longest-running, independently-owned primary research firms serving global Fortune 500 and emerging companies. Since its founding, Fletcher/CSI has evolved to provide five strategic consulting services: Primary Research, Win/Loss Analysis, Strategy Workshops, Trade Show Intelligence, and Market Intelligence newsfeeds. All five services are offered to clients that fall under Fletcher CSI's Life Sciences, Technology, Finance & Insurance, Consumer Packaged Goods, and Business Services practice groups, following their guiding principle to deliver simple, powerful, insightful intelligence across all practices and services.

Description

Analysts conduct primary and secondary research as members of larger project teams. You will participate in project meetings and client conference calls and support the report building/creation efforts of the more senior project team members. Analysts use a basic understanding of business and business functions (finance, marketing, operations, etc.) to conduct broad-based research and perform the initial analysis and synthesis of the collected data. You will also participate in Win/Loss engagements.

Analysts may not have specific industry expertise when they join Fletcher/CSI but are expected to quickly build a base of industry knowledge and apply that knowledge to project work. Analysts provide large amounts of quality but raw primary and secondary data. The focus of analysts is on data collection and raw information. You are expected to deliver large volumes of raw information/content from primary sources and then apply basic analytical tools (SWOTs, 5 Forces, financial analysis) to those findings. You are expected to deliver client-ready reports/report sections (containing comparison charts, graphs, etc.) that need minimal proofing. Reports should be focused on project objectives and provide the necessary amount of primary (and secondary) data to support findings.

Analysts have large amounts of client exposure but little direct client interaction. You are expected to meet all project milestones and support the senior team members in the report creation. Analysts are expected to manage their own hours to adhere to overall project budgets. Analysts generally work within a specific industry practice and work closely with other team members to build both specific job skills as well overall industry knowledge.

Duties/Responsibilities:

- Collects and evaluates business intelligence information from a variety of sources, including company data, industry and field reports, public information, or purchased sources
- Assesses market strategies by analyzing related products, markets, or trends
- Uses business intelligence data and tools to identify and monitor current and potential customers
- Identifies markets for future product development and methods to improve sales of existing products by analyzing technology trends
- Compiles business intelligence or trends to support actionable recommendations

- Maintains current knowledge of industry and business trends through communication with professional organizations, suppliers, customers, competitors, and other informed individuals
- Summarizes financial and economic data reports for review by executives, managers, clients, and stakeholders
- Verifies the reliability and validity of information
- Prepares a comprehensive report of all information, including maps, charts, and analysis and research used
- Conducts extensive and comprehensive research, initiating and performing both independent and coordinated team research

Required Skills/Abilities:

- Excellent verbal and written communication skills
- Strong research and computer skills
- Superior analytical and problem-solving skills
- Ability to present reports with clarity
- Ability to maintain the utmost level of confidence concerning all data and intelligence findings
- Ability to collect and compile relevant data
- Extremely organized with great attention to detail
- Excellent ability to analyze information and think systematically
- Works well independently and as part of a team

Qualifications

- BS in Business or related field
- We have a variety of positions depending on years of experience in business research or equivalent. Individuals with experience between 1-10 years are encouraged to apply—compensation based on experience.

Gallagher, Flynn, & Company, LLP has been retained to conduct this search. Interested candidates may apply by sending a resume and cover letter to Michelle Rawls, Director of Talent Acquisition at talentsolutions@gfc.com. While we appreciate all interest in this opportunity, only candidates most closely aligned with our search will be contacted.

Disclaimer: What's listed above represents the responsibilities of the position but is not meant to be an exhaustive list. Responsibilities may change during employment at the company's discretion. Gallagher, Flynn and Company, and Fletcher/CSI do not discriminate in employment based on race, color, religion, sex (including pregnancy and gender identity), national origin, political affiliation, sexual orientation, marital status, disability, genetic information, age, membership in an employee organization, retaliation, parental status, military service, or other non-merit factors.