

Analyst

London / Seattle / Boston / Denver

The Role

We're looking for an Analyst to support the Consulting team in the development of actionable insights, strategies and recommendations related to specific B2B products and services that will have a positive impact across the business. You will report to Adam Bennington, Consulting Director. With your help, we'll be able to utilise market insights to identify areas of, and solutions for improved category performance.

In this role you will be a consumer and B2B evangelist who is excited to play a key role in the development of the client's UK marketing strategy, services and experiences. You're the go-to person for all data and insights related to B2B markets.

At Momentum we're proud to uphold a culture of transparency. All of us are empowered to speak up and be curious without fear of doing so. As a result, we've formed a companywide sense of security and trust, which in turn fosters an easy-going and relaxed working environment. Basically, we take the job seriously but not ourselves. The work that we do isn't easy and we are relentless in our pursuit to deliver outstanding work for our clients without ever compromising on quality. Our collective open nature and creative outlook ensures that we're kept energised and intellectually challenged along the way whilst having a generally great time at work. Lifelong friendships have been formed and some of the best memories we've made have been through celebrating wins together.

Responsibilities

- Deliver the timely insights, analysis and information needed to keep the company ahead of the industry movements / developments and competitor threats
- Conduct a variety of primary research projects, employing various methodologies
- Help scope projects from research brief to project kick-off
- Provision of internal / external data to support project delivery
- Ensure research programme is run efficiently and on time
- Ongoing monitoring of market and competitor movements, trends, news, innovations and announcements
- Analysis and reporting on key findings and trends

KPIs

- Momentum client pipeline growth
- Client account growth (stakeholder connections, conversations, engagement and sales pipeline)

- Client C-Sat and qualitative feedback

Benefits & Perks

- 25 days holiday plus 8 public holidays
- 3 bonus days off at Christmas
- Company bonus scheme
- Group Life Assurance
- Healthcare cash plan
- Income Protection
- Financial Advisor access
- Online learning (LinkedIn) platform
- Personal training budget for your development
- Remote working (your choice) and flexible hours
- Incredible culture club, regular socials and a dedicated ESG committee
- "Pimp My Home Office" budget of which is yours to keep
- Big focus on professional development and progression via quarterly reviews
- CoE (internal training programme, "Centre of Excellence")
- Annual salary review

Salary

- £24,000

If you'd like to learn more please contact Harriet Perkins, Talent Partner at harriet.perkins@wearemomentum.com