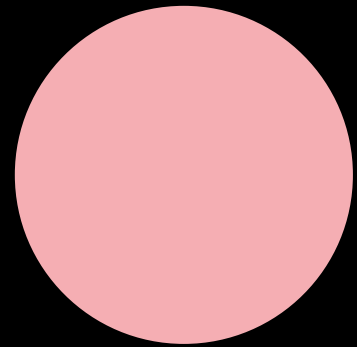
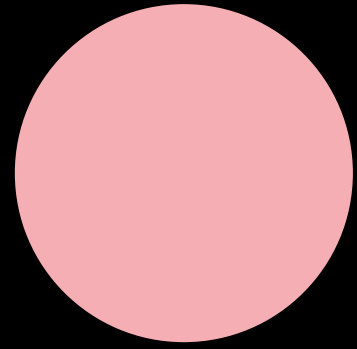


April 2024

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**Savanta UK**

**Role Specification:  
Director, Research  
Insights & Consulting**



Classified: Private

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**Location:** London

**Business Area:** Research, Insights & Consulting

**Reports to:** Senior Director+

# The Role

## **Director | Research, Insights & Consulting | London**

This position sits within the UK Research, Insights and Consulting team. We are method-agnostic, synthesising findings from qualitative and quantitative research, along with customer and other data sources to inform and inspire our clients through holistic insights. This role will include working with a range of clients, including Financial Services businesses, in areas such as banking, wealth management, credit cards, insurance, pensions and mortgages.

### **In this role you will have responsibility for:**

#### **Client Account Management & Delivering Projects**

- *Overall:* Takes overall responsibility for planning and managing a number of projects
- *Project Management:* Ensures strong client satisfaction. Deals with any client complaints or issues and resolves them to the client's satisfaction
- *Fieldwork:* Conducts high-level (e.g. stakeholder) depth interviews
- *Analysis:* Contextualises findings, acts as a resource for review and structuring reporting decks
- *Reporting and Delivery:* Delivers results presentations to senior audiences

#### **New Business & Commercial**

- Supports the divisional lead/ head of dept with the creation of a team strategy and growth plan
- Monitors financial situation on range of projects and takes action to improve financial performance
- Leads on new business proposals and pitches
- Responsible for generating circa £600k in opportunities and delivering circa £400k of project work per annum.

#### **People & Team**

- Manages, motivates & trains mid level and junior members of the team, ensuring they have appropriate objectives which are met
- Supports with the training of the team, leading in specific areas - e.g. Commercial, methods/approaches or quality
- Involved in interviewing prospective staff
- Meets company expectations and displays company values

#### **Personal Development/ Profile at Savanta**

- Has solid knowledge of key industry sectors
- Has expert knowledge of research methodologies
- Actively contributes to the team and presents and/ or suggests content for knowledge sharing meetings (KSMs)
- Ensures the team is supported and encouraged to build their industry knowledge
- Raises the profile of the company through writing marketing content, opinion pieces/ articles for Savanta.com, and posting/ sharing content on LinkedIn, social media, etc.

# About You

A Director is a senior team member responsible for identifying and growing key accounts.

Directors take responsibility for revenue targets for these accounts, with a greater focus on new business, whilst overseeing the delivery of projects by other members of the team. They raise the profile of Savanta externally through social media and industry networking.

Strong Directors are motivating communicators, highly influential, exceptionally talented in a number of core traits they have developed over time. Directors embody the culture and ethos of Savanta at all times.