

Market & Competitive Intelligence Research Manager

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Company: Accenture

Location: Buenos Aires

Category: other-general

This role is part of Accenture Research's Growth & Strategy team, focused on the strategic priorities of the firm specifically through market and competitive intelligence research. This role will focus on Growth & Strategy for North America as well as Ventures & Acquisitions globally.

The research manager will develop market research points of view based on market trends, ecosystems and competitors' developments, client priorities, potential acquisitions among others.

The successful candidate will direct the scoping, delivery and quality control of individual research projects. The role combines an understanding of content sources, primary/secondary research techniques and subject matter with knowledge of Accenture and the marketplace, to ensure the team's delivery of high-value research outputs.

We are looking for a candidate with a passion for strategy and research as well as knowledge in crafting points of view on long-term strategy/business plans based on market and industry insights, competitors positioning and developments, client demand and financial performance.

Key Responsibilities include:

Support the development of the Growth and Strategy research agenda for North America.

Create insightful company audits to support very senior level discussions about integration timing and strategy of potential acquisition targets.

Help business teams explore and validate new opportunities, or to address a specific business challenge.

Assemble data from multiple sources and conduct high-quality analysis with a significant degree of autonomy.

Create high-quality presentation materials for senior internal audience.

Develop own set of expertise and embracing innovation in our research methods.

Develop innovative research to explore business questions in a logical and structured manner.

Utilize advanced analytical techniques to develop surprising new insights, and creatively visualize findings.

Create compelling, business-focused stories.

Experience and skills:

Exceptional research skills in areas such as data analysis methodologies, insight generation and market research skills.

Strategic problem solver with the ability to take an issue and turn it into a researchable question.

Familiarity with basic business research sources.

Experience and facility with data-driven research techniques, data visualization and the application of advanced analytical approaches (e.g., machine learning, natural language processing).

A proven track record of strategic research projects related to technology, innovation and/or regulation would be a plus.

Ability to design, lead and deliver highly complex and innovative research.

Proven ability to create a project plan and execute against it.

Ability to work under tight deadlines and schedule projects proactively.

Strong storytelling and communication skills and facility in executive presentation.

Ability to quickly establish credibility with senior-level leaders.

Strong leadership, stakeholder- and people-management capabilities.

Excellent communication (written and oral) and interpersonal skills.

Ability to work in a global, multi-cultural team.

Clear enthusiasm for research and willingness to learn and grow.

Qualifications:

A bachelor's degree (preferably in business, economics, statistics, engineering or science), plus a full-time Masters/post-graduate degree (preferably in business, economics, statistics, engineering, science, such as MBA or equivalent).

7+ years business research or management consulting experience.

Location: Buenos Aires, Argentina

Please apply with your CV in English to be considered.

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Igualdad de oportunidades laborales

Todas las decisiones referidas al empleo se tomarán sin discriminar por edad, raza, credo, color, religión, sexo, nacionalidad, linaje, discapacidad, situación de excombatiente o veterano de guerra, orientación sexual, identidad o expresión de género, información genética, estado civil, ciudadanía, ni ningún otro factor protegido por la legislación nacional, provincial o local.

Como parte del proceso de contratación no se obligará a los candidatos a divulgar registros penales cancelados o cerrados referidos a condenas judiciales o arrestos.

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