

## JOB DESCRIPTION

<b>Position Title</b>	Principal Consultant
<b>Division</b>	Consumer Consulting
<b>Location</b>	Hyderabad, India

### ABOUT US

GlobalData is the leading Data & Analytics company, helping thousands of companies, government organisations and industry professionals profit from faster, more informed decisions. Our mission is to help our clients decode the future to become more successful and innovative. We have decades of experience in being the trusted, gold standard intelligence providers to the world's largest industries, with our unique data driven, human-led, and technology-powered approach creating trusted, actionable, and forward-looking intelligence to predict the future and avoid blind-spots.

GlobalData's platform is transforming how organisations around the world find and use data to drive success. We are now one of the fastest growing data analytics companies on the LSE and we continue to accelerate; we are striving towards our vision to be the world's trusted source of strategic industry intelligence delivered on a single platform with multi-industry coverage. This winning approach has enabled us to swiftly and proactively respond to recent global events and as such has increased demand for our services under unprecedented circumstances creating amazing opportunities for our business and our people.

### DESCRIPTION

GlobalData's Consumer team is looking to hire a Principal Consultant. As a Practice Head you are expected to contribute towards achieving the objectives of GlobalData's Consumer research division and above all, you are to achieve the personal objectives outlined.

### WHAT WE ARE LOOKING FOR

- Excellent writing skills (mandatory)
- Research experience of 8–14 years
- Knowledge of the business and CPG industry issues within your chosen research area.
- Data modelling and a good grasp of market sizing techniques.
- Well-honed research skills and the ability to uncover unique insights.
- Broad and well developed analytical skills.
- Advanced PC skills, particularly in Excel and PowerPoint.
- Organizational skills including time management.

### KEY RESPONSIBILITIES

The role requires an individual to manage the operations of GlobalData's Consumer research division – from conceptualization of product to its delivery. The role requires the individual to handle a team and manage projects end-to-end. The role also requires the individual to select the appropriate research methodology and supporting techniques to deliver the syndicated/ custom research content.

**Deliver Robust Market Intelligence products:** Contribute significantly to a high quality stream of research output in the form of syndicated reports. These will focus on market insight across a broad range of topics in the CPG industry. Use all the tools and knowledge at your disposal to produce analysis that goes beyond the descriptive to offer valuable customer insight for our clients.

**Team Management:** Manage team of Research Analysts in the production of content. Train these analysts on report writing fundamentals and monitor their performance such that they produce good quality products across our product offerings.

**Develop industry expertise:** Develop expertise within the area of Consumer. Pick and track trends in the sector, build deep insight into the trends and competitive landscape for leading markets. Maintain and provide timely responses to market issues and offer up to date opinions.

**Master communication skills:** Ensure that the language used in the report is clear and concise. Hone writing skills to be precise and efficient, minimizing the length of research documents while maximizing the value to clients.

**Provide effective client support:** Begin to build client relationships and understand client objectives and needs. Support our clients with timely and high-value analyst support. Provide content and knowledge support to the sales and marketing teams. Support our sales channel partners to add credibility to the sale.

**Manage Custom Projects:** Manage custom reports from end-to-end, which includes market sizing and report writing, and ensure timely execution of the project

Know more: Scan and follow us



Interested candidates may drop their resume to Mr. Avinash Reddy Tekulapally @ [avinash.reddy@globaldata.com](mailto:avinash.reddy@globaldata.com)