

Brief overview of the role

Euromonitor is recruiting for **Associate Consultant/Consultant** role as part of the fast paced and dynamic consulting research team based in Vilnius, Lithuania.

They will lead or support market research through unique autonomy in project design and client management. You will also work closely with our syndicate Industry experts to bring our best in client service and industry knowledge.

The incumbent will report to a Consulting Manager in Vilnius with day-to-day reporting for specific projects to other Consultants primarily but not limited to the European and MEAL region. The primary function of the role is to successfully execute the strategic objectives of custom research projects from our clients.

Strong client engagement abilities and project management experience are vital. The successful applicant must be a self-motivated, critical thinker with a structured yet creative approach to problem solving and an eye for detail. They must take pride and responsibility for delivering high-quality work with a focus on client satisfaction.

Key responsibilities:

Project Management:

- The planning of projects including development of briefs, templates, and other supporting materials necessary for meeting all project objectives.
- Delivering the hypotheses and insights to unlock challenging client problems through an understanding of effective tools, skills and frameworks.
- Applying rigorous quantitative and qualitative analysis techniques in a timely manner that addresses our clients' business questions and guide their strategic decision-making.
- Designing and developing clear, persuasive and professional reports and presentations for corporate audiences.
- The day-to-day management of analysts (as relevant) including regular communication via phone, email, and other online media, establishing schedules, and administering final payments.
- Quality control of all generated materials via querying, validation and final interpretation of data and analysis to fully meet client objectives.
- Liaising with colleagues in other regional offices to ensure that all project team members have a clear understanding of goals, objectives, and timelines.
- Continued upkeep of all folders and materials associated with current projects to ensure that all information is easily accessible to other relevant Euromonitor personnel.

Research management within projects:

- Primary Interviewing: Managing and conducting interviews with trade associations, leading companies and internal Euromonitor associates to gain insights into specific custom research questions.
- Secondary Research: Utilize in-house resources and external published information to clearly understand the market/companies under review and gather all necessary inputs. Conduct thorough desk research on a regular basis across multiple studies to gain a strong understanding of project objectives with the goal of better informing the client and the consulting team.
- Mixed methods: Utilize in-house data, tools, primary sources, survey, and other sources to effectively answer key client questions and meet research objectives.

- Cross-functional collaboration: Contribute to collaborating within the consulting team and across functions, working closely with Syndicated team members for projects, knowledge share and driving internal initiatives.
- Share new resources with colleagues and seek out new sources of information.

Client Communication:

- Client communication from project inception through project completion, ensuring that all core research objectives are met.
- Confidently present findings via phone and in-person to clients to ensure that all client questions are answered in detail
- Acting as a direct resource for Clients throughout project engagements and build productive and lasting relationships at all levels.
- Understanding, maintaining, and developing the relationship between Euromonitor and any custom research client.
- Engagement with commercial teams on business development related activities including capability pitches and needs assessment calls with prospective clients, qualification of opportunities, and review of business proposals.
- Following through with the commercial team post-delivery of projects to explore additional work areas of support with the Client.

Requirements

- **Bachelors or Master's degree** in finance, economics, business, social sciences, engineering or similar with proven research, consulting and/or analytics expertise with at least 2-3 years of work experience in an agency or client environment.
- **Industry experience** in consumer and/or trade sectors including visibility on hot-topic areas like sustainability, e-commerce, AI, etc. is a plus.
- Strong **data-analysis skills** and experience with collecting, consolidating, cleaning and analysing large, diverse datasets. Proficiency with fundamental data tools (e.g. Excel) a must, advanced analytical tools such as PowerBI, R, Python etc. are a plus.
- Strong experience of building **strategic analysis**, presentations and report writing based on comprehensive evaluation of quantitative and qualitative inputs.
- Strong **communication** and presentation skills with experience presenting, interacting, and working with corporate clients.
- Knowledge and experience with fundamental **research methodologies** (covering primary and secondary). Advanced methodologies such as consumer insights, web-scraping, social listening an advantage.
- **Project management experience** with strong planning and organisational skills and the ability to work autonomously in a high-paced challenging environment, under pressure and to meet tight deadlines.
- Advanced **MS Office** Computer skills, especially PowerPoint, Word and Excel skills.
- Excellent oral and written **language** skills in English. Fluency in additional language(s) would be an advantage.
- This role follows a hybrid work model. The successful candidate will be **required to attend the office at least two days per week**, with the remaining days offering flexibility to work remote.
- Please note that the company is unable to provide visa sponsorship or work permits for this position. Candidates must have the **right to work in Vilnius, Lithuania independently**.

About Euromonitor International:

Euromonitor International is a global market research company providing strategic intelligence on industries, companies, economies, and consumers around the world. Comprehensive international coverage and insights across consumer goods, business-to-business and service industries make our research an essential resource for businesses of all sizes. Bridging methodologies based on data science and on-the-ground research, we distil strategic and tactical data through flexible solutions, giving real-world context for business decisions.

Benefits

Why work for Euromonitor?

Our values:

- We act with **integrity**
- We are **curious** about the world
- We are stronger **together**
- We seek to **empower**
- We find strength in **diversity**

International: not only do we have a very multinational workforce in each office, but we are regularly working with teams from our 15 offices worldwide. Also, we work with a diverse and ever-growing list of international clients who are leaders in their industries.

Hardworking but sociable: our staff know how to work hard but also how to enjoy themselves! We pride ourselves on creating an appropriate work-life balance, with flexible hours.

Committed to making a difference: We think that people are looking for something worthwhile in a company beyond the workplace. Our extensive Corporate Social Responsibility Programme gives each member of staff two volunteering days a year in addition to holidays. It sees us reaching out into the local community with our mentoring, group volunteering, and fundraising initiatives as well as supporting international charities through our website sales, matching staff sponsorship fundraising, and carbon offsetting all our flights, amongst many other activities.

Benefits: we offer competitive salaries, medical insurance, and in many offices a Core Hours policy allowing flexible start and finish times to each day.

Opportunities to grow: The majority of our managers and directors have been promoted from within, and many have moved across departments as well as upwards. We pride ourselves on identifying and rewarding talent.

Equal Employment Opportunity Statement: Euromonitor International does not discriminate in employment on the basis of race, colour, religion, sex, national origin, political affiliation, sexual orientation, gender identity, marital status, disability and genetic information, age, membership in an employee organization, or other non-merit factor.