



## **Job Description – Senior Research Manager**

Senior Research Manager based in Solihull, West Midlands. Salary package £30k - £40k depending on experience.

### **Job purpose**

Design and implement research studies, making effective use of research methodologies and IT.

Plan and manage research projects, from the development of the research proposal through to implementation and communication of results and recommendations

Manage existing relationships with clients and identify new business opportunities to drive development, long term growth and improved profitability.

### **Overall responsibility**

Responsible for taking the lead on the day to day management and planning of research projects; designing, implementing and reporting studies that fully meet clients' requirements and satisfy the stated objectives, observing cost constraints and timescales. Also, responsible for building and strengthening existing and new client relationships

### **Duties**

- Design, implement and project manage qualitative and quantitative research studies
- Undertake interviews and focus group discussions as necessary
- Analyse and interpret data, report and present research findings
- Advise on the statistical accuracy and limitations of research data
- Manage and develop client relationships
- Identify and exploit new business opportunities and revenue streams
- Support the maintenance of Research by Design's website and web presence through news items and research case studies
- Carry out administrative and other duties in support of the studies being undertaken



## **Company information**

Research by Design is a small profitable market research consultancy, established in the West Midlands in 1994. We offer the complete range of qualitative and quantitative research methods, enabling us to design the best research programme to fit the given research objectives and target audience.

We enjoy a prestigious client base, developed from high quality work, client service, word of mouth and repeat business. Clients span consumer, business, private and public sectors.

Our philosophy is not just to meet but exceed the standards of service our clients demand, developing strong relationships to ensure that we have a well-informed understanding of their business. This understanding provides assurance that our work is focused, considered and thorough and that our reports and presentations meet the highest possible standards.

Our strategic plan is to exploit our market research position and reputation, growing our business by 20% over the next 12 months and 100% over the next 3 years. To achieve this, we are seeking candidates with research and other relevant business experience who are looking to further develop their research career and relish the challenge of supporting our growth plans.

This is a varied role and is very hands-on. Salary and benefits will reflect the experience of the candidate.