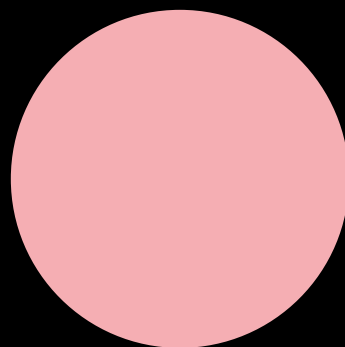
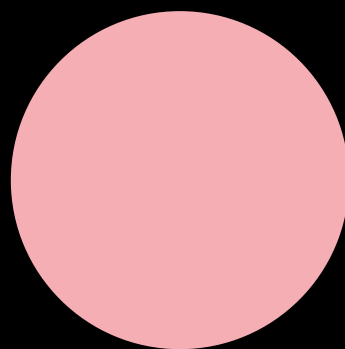


Savanta

**Role Specification:
Senior Consultant |
Research, Insights &
Consulting**



Classified: Private

Location: London (Hybrid, 1-2 days onsite per week)

Business Area: Business

Reports to: Director+

About the Role:

Senior Consultant | Business, RIC | London

Within Savanta, the Business team conducts research for Business-to-Business (B2B), regulated industry, and membership body clients, enabling them to make strategic decisions based on robust insights and analysis.

Our work typically focuses on understanding hard-to-reach audiences (such as business decision makers or industry stakeholders) and delivering strategic recommendations and actions to clients. We work with a wide range of clients from leading global brands to industry regulators.

You will focus on delivering high quality insights and supporting more senior members of the Business team across a range of clients. You will also oversee small to medium-sized client relationships to support the delivery of the vertical delivery target and ongoing pipeline.

The team conducts both ad-hoc and tracking research, and almost all members are methodology agnostic. Their research audiences include business decision makers, stakeholders, the general public and niche audiences (e.g., people in vulnerable situations).

In this role you will have responsibility for:

Client Account Management & Delivering Projects

Proven ability to...

- *Overall:* Takes the lead on the project management of smaller projects; Supports other team members in the successful delivery of projects and smooth running of client accounts
- *Project Management:* Liaises with clients on day-to-day issues on projects and responds to client requests; Manages suppliers, monitoring quality and cost
- *Fieldwork:* Leads on drafting of discussion guides and questionnaires; Conducts face-face depth interviews, manages online groups / communities; conducts hall / product tests
- *Analysis:* Prepares high quality draft reporting decks; Summarises findings and translates into draft presentation decks
- *Reporting and Delivery:* Attends debriefs and presents parts of results presentations to clients
- *Technology mindset:* Adopt latest technological and AI developments, creating internal efficiencies and added value for clients

New Business & Commercial

Proven ability to...

- Has good understanding of business / commercial thinking
- Oversees small-medium client relationships, taking responsibility for successful account management
- Joins new business meetings and calls
- Contributes in proposal brainstorming meetings and is involved in writing proposals (esp. for smaller projects)
- Reviews supplier/ third party costs, and drafts Project Costings
- Monitors project costs and raises issues where costs (time/ direct) exceed budget
- Responsible for c. £300k net revs pa (c. £200k pipeline generation, and £100k delivery)

People & Team

Proven ability to...

- Have career management responsibility for junior members of staff and ensure they have appropriate objectives.
- Supervises the work of more junior members of staff on smaller projects.
- Meets company expectations and displays company values.
- Develop & maintain a good working relationship with other team members
- Positively contributes to team meetings and initiatives.
- Acts as a strong team player.

Personal development / profile at Savanta / Savanta-wide role:

Proven ability to...

- Has solid knowledge of research methodologies.
- Is familiar with the key clients of the Business team.
- Contribute positively beyond core responsibilities through initiatives like Career Management.
- Embody company values and meet performance expectations.
- Actively own personal development goals and work closely with managers to achieve them.
- Active member of the team and engages in presentations/ discussions in knowledge sharing meetings.
- Raises the profile of the company through writing marketing content for publication, and posting/ sharing content on LinkedIn, social media, etc.

About You:

A Senior Consultant is a more experienced team member who is still involved in everyday project management but is becoming increasingly known and asked for by clients.

Senior Consultants have strong working competency and a point of view about different research and insight techniques. They are fast workers, requiring limited supervision from more senior colleagues, and increasingly demonstrate an ability to separate cause and effect and see the bigger picture.

Strong Senior Consultants have good time management skills, increasingly strong relationships with clients, becoming the go to person for new briefs, and growing commercial awareness.

A tech-first mindset is essential as we pivot from a traditional market research business into a cutting-edge technology-first insights company.