

Bonamy Finch Ltd.

We are opening a Stockholm office and are looking for an experienced

Quantitative Research Director

to help service and grow our Nordic client base

Background

Bonamy Finch is an Analytics & Insights agency delivering global projects and based just outside London (between Heathrow & Gatwick). We differentiate ourselves from market research agencies through the clever application of our analytical expertise. Our mission is to provide *analytically driven insight for better business decisions*.

Since 2005 we have worked with many great Swedish clients, including Electrolux, Ahlens, Husqvarna, Absolut, Betsson, Tui, Sveriges Radio, Blueair – the list goes on. Half of our London office revenue comes from Swedish companies. We have an unequalled reputation amongst the Stockholm business community, with industry leading expertise in advanced analytics that adds clear value to all our full service research projects. Our four specialisms are Segmentation; Brand Management; Product & Service Optimisation; Predictive Models.

Opportunity

Having recently appointed a new Chairperson, we are embarking on an exciting phase of company development with a clearer focus on sales-led, organic growth. The first step on this journey is to create an initial physical presence in Stockholm, with the support from our London office (both our team and the financial investment) to turn this into a thriving agency. We are looking for Employee #1 – a senior person to help start, lead and develop our Swedish office – with the aim of recruiting junior/mid-level staff to support project delivery shortly after.

Profile

We want a **dynamic, confident and experienced** quantitative researcher who **enjoys developing clients** and **winning new business**. A lot of great researchers don't enjoy this part of being in an agency, and if this sounds like you then don't apply!

You will be our key "person on the ground" in Stockholm – initially to develop new business streams within our existing client base, but also within a short timeframe to win and grow new client relationships and international projects.

Skills

The successful candidate must be a strong quantitative researcher, great in front of clients, and with a proven track record of winning and developing new business relationships. For this reason we would like some strong agency experience – but if you also have clientside experience then even better. As we expect the business to grow rapidly you must be good at managing and developing junior colleagues.

Experience

We are flexible in terms of how experienced the candidate should be (fitting the criteria above is our priority) – but as a range we are thinking a minimum of eight to ten years in research.

Remuneration

Will depend on experience plus aptitude. We will offer a competitive basic salary, plus a significant sales/profit related bonus. This is a full time position with core hours from 9am – 5.30pm Monday to Friday (plus a bit extra when needed).

Location

We are currently sourcing office space in central Stockholm.

There will be (at least) occasional need for travel to the UK, as well as potentially visiting clients overseas.

Equal Opportunities

Post holders must at all times fulfil their responsibilities with regard to our equal opportunities policy and equality laws.

Health and Safety

All post holders have a responsibility, under the Health and Safety at Work Act and subsequently published regulations. Employees as individuals of the Company have a statutory duty to co-operate together to promote health and safety best practice.

How to apply

Please send your CV and a covering letter by email to Peta Poyser, Office Administrator – p.poyser@bonamyfinch.com.

Visit us at www.bonamyfinch.com (with new design launching April)