

**Role definition**

Job Title: Research Manager  
Reporting to: Head of Business Intelligence & Development

We have an exciting opportunity for an experienced Research Manager within our newly formed Business Development & Intelligence team. This role is essential in setting up our intelligence function, which will primarily focus on sourcing and analysing client and market intelligence to build a robust opportunity pipeline, support key pursuits and bids, plan new propositions and routes to market, and support management decisions.

As an experienced Research Manager, you may have worked with the following systems, software, or databases in the past: GlobalData, FT FDI, D&B Hoovers, tender portals, LinkedIn Sales Navigator, Salesforce, D365, Bombora, Excel, tableau or PowerBI. In this role, you will support in the selection of systems and tools to enable the team to deliver against business objectives.

**Responsibilities****Market intelligence and proposition**

- Obtaining and analysing data and information from various databases and market sources to identify business growth opportunities and make recommendations in line with clients, competitors, sectors and markets.
- Highlighting key growth locations, sectors and competitive differentiation, including routes to market, pipeline of key projects and analysis of existing and potential relationships with clients.
- Analysing propositions against client requirements and changing market conditions.
- Supporting the business planning process, including sector/market strategy.

**Client and competitor intelligence**

- Working across teams to build a single view of our clients, including investor signals, pipeline, intent / sentiment data, digital interactions, financial and project performance and client satisfaction / experience to support client tendering opportunities, marketing and thought leadership campaigns.
- Analysing competitor positioning and client requirements for major opportunities.

**Management information**

- Creating regular, actionable industry updates for senior management.
- Collaborating across teams to:
  - Develop reporting / management information dashboards for conversion, market opportunity, revenue projections and pipeline.
  - Analyse / pre-screen pipeline opportunities for our bid/no bid process.
  - Interrogate conversion and win/loss data.

**Leadership and network**

- Day-to-day management and prioritisation of team workload (as recruited).
- Management of suppliers, subscription databases and portal registrations.
- Creating a visible centre of excellence within the global organisation, including building and harnessing a network of key contacts to supplement desktop intelligence with on-the-ground knowledge.
- Providing basic training to teams on self-sourcing information where required.

## **Qualities & Skills required**

### **Essential**

- Able to demonstrate ability to undertake the above responsibilities
- Legally able to work in the country in which the position is based
- Familiarity with the global construction industry, market factors, project lifecycles, supply chain, delivery methods and terminology.
- A clear and robust approach for identifying market opportunity within the built environment.
- Ability to consume, interpret and distil large volumes of information into clear and concise reports, recommendations, and visualisations for senior management.
- Excellent communication skills including active listening and written communication.
- The right balance of delivery-focus and attention to detail.
- Familiarity with Power BI or Business Intelligence Analytics tools for visualisation
- Able to manage sensitive and sometimes confidential information
- Good interpersonal skills and able to work independently and as part of an effective team
- Resilient to cope with conflicting demands, able to prioritise duties and work effectively under pressure [while remaining calm and professional]
- Thorough knowledge of and compliance with F+P procedures and standards

This description reflects the core activities of the role but is not intended to be all-inclusive and other duties within the group/department may be required in addition to changes in the emphasis of duties as required from time to time. There is a requirement for the post holder to recognise this and adopt a flexible approach to work. Job descriptions will be reviewed regularly and where necessary revised in accordance with organisational needs. Any major changes will be discussed with the post holder.