

Senior Market Research Account Director/Director

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Company: Resources Group

Location: Melbourne

Category: other-general

One to watch this market research agency is independently owned. Stable and considered, their growth trajectory is impressive. They pride themselves on their passion and energy for research and their clients love them for it! So, what do they want? Working for clients across Australia, they are currently looking to hire a Senior Account Director to be based within their fast-growing Melbourne office. Focused on a range of commercial and social/government clients you'll play a senior role in delivering Market Research studies from pitch to presentation. You help lead and mentor the team. You'll take the reins on client relationships. For the right person, there is a pathway to joining the agency's leadership team in the future. What's in it for you?

Support Abounds: You'll be surrounded by a talented, switched-on team offering abundant support, mentoring, and training. Consider them your sounding board for all your brilliant ideas.

Diverse Opportunities: Engage with a wide array of clients and research methodologies, ensuring your work remains exciting and varied.

Flexibility Rules: Enjoy the freedom to organize your day as you see fit, as long as you meet your responsibilities and keep your clients satisfied.

Innovate Continuously: Stay at the forefront of research advancements and actively contribute to their culture of innovation.

Personal and Career Growth: Seize opportunities that drive your personal and career growth, aligning with your future aspirations.

Brilliant Benefits: Generous leave allowance, well-being program, state-of-the-art tech, transparent and generous bonuses, education and training.

And what will you need?

Strategic Vision: You're not just a research enthusiast; you're a strategic thinker with a keen business acumen.

Client Relationship Mastery: Take charge of client relationships and lead projects from pitch to presentation.

Innovation Instinct: Contribute fresh research designs and innovative perspectives to the mix.

Effective Communication: Your ability to communicate, both verbally and in writing, is captivating.

Research Arsenal: You've got a repertoire of research methodologies up your sleeve – Quant or Qual/Quant.

Client Service Excellence: Deliver top-tier client service that leaves a lasting impression.

Positive Vibes: Bring a wave of positive energy, inspiring others through your passion and leadership/mentoring skills.

Interested? Please send your CV torhaylett@resourcesgroup.com or call Rowan at +61449880582 for a confidential discussion about this role and related opportunities.

Resources Group

We are the Leading Global Talent Agency for Insights, Analytics & Data Strategy. Our consultants take the time to truly understand your career aims and are dedicated to providing tailored, impartial advice to find you the very best career move. We have access to an unrivalled and exclusive range of job opportunities with trailblazing agencies and blue-chips across Australia, NZ and APAC.

Resources Group's Diversity and Equality Policy determines that we submit applicants to our clients on the basis of merit and ability, regardless of race, colour, age, disability, family responsibilities, gender, marital status, nationality, religious or political views or affiliations, sexual orientation or socio-economic background.

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