

Research Manager - Public Affairs

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Company: Ipsos

Location: Lusaka

Category: other-general

Key Responsibilities:

Develop the research business amongst existing clients, and by identifying and developing new business opportunities outside the existing client base by embracing the Ipsos win and retain approach to business development

Design appropriate research solutions to drive meaningful insight for clients' needs and their business

Apply expert level of knowledge and understanding of your clients and their business in all interactions with clients, particularly regarding deliverables and analysis

Drive continuous development and career progression of people directly managed

Guide the setting of clear, motivational and measurable development objectives for people, and regularly review performance versus objectives

Maximize individual and team performance through effective people management

Lead performance management processes, as and when required

Experience:

Minimum 3 years of experience as a Research Executive in a market or social research company or organization

Minimum 5 years of practical experience and understanding of the research process in

order to coordinate a research project from start to finish

Understanding of methodologies and techniques to provide input into research design

Understanding of client issues and processes to enable input into client discussions, research design and analysis

Capable of working with all internal clients and attend meeting with external clients whenever required

Demonstrated client focus on business decisions

Lead an area to become a recognized expert in at least one area of 'business' or 'work'

Gain external recognition as a specialism thought leader

Continually extend and actively share expertise in Ipsos' tools and techniques

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