

“We Accelerate Growth”

Consultant

(There are multiple vacancies of different seniority levels. Level and position title will be determined through a series of interviews and assessments)

The challenges and opportunities in business today are generally all global in scope. To take full advantage of opportunities, companies must have a partner with a true global footprint. This is your opportunity to join a truly innovative team that incorporates the powerful understanding of how industries operate on a global level to inspire positive global changes. Find out more about Frost & Sullivan: <http://tinyurl.com/Frost-Sullivan-overview>

A consultant's position holds full responsibility of ensuring the integrity of the research process, the validity of project content, and the development of detailed business and market strategies. The incumbent will also be the definitive point of contact with the client and will be required to demonstrate expert industry knowledge and develop strong business partnerships.

Responsibilities

- Able to gather information which is accurate, sufficient and relevant for basic research skills.
- Proactively develop and manage analysis frameworks, calculations and identify problems.
- Conduct primary/secondary tailored market research within the sector, using detailed research methodologies
- Acceptable writing skills, reports, market insights, articles, email and related research writing.
- Manage module of projects with 1-2 member of the team that involves heading the team to structuring analysis for client's questions
- Proactively develop and manage client relationships, conduct detailed business needs analysis and demonstrating expert industry knowledge
- Advanced level of market, strategic, competitor & financial analysis
- Able to plan for quantitative & qualitative research, create effective & project-relevant questionnaire/ discussion guide for focus group discussions and expert interviews.
- Planning on analysis, information, link references into a meaningful results
- Develop a storyline/ TOC and create templates for client project deliverables
- Lead proposal development with actively participating in first client meetings at operational level.

Required Competencies

The successful candidate will be an extremely professional and committed consultant/research individual with a good understanding of market research and/or consulting methodologies. A pro-active, methodical and innovative working practice is essential, with a proven ability to deliver accurate results.

- Basic Degree in relevant field of studies, or Business Administration, and complemented with MBA would be ideal.
- Strong understanding of market research/consulting methodologies, and relevant years of experience in similar industry.
- Articulate with excellent written and oral communication skills in English.
- A proven project management skill is ideal for mid to senior levels

Benefits

- Competitive base salary plus bonus opportunity
- Attractive group medical and dental benefits
- Regional travel opportunities
- "Best in class" global team that strives for excellence

How Frost & Sullivan can contribute to your career enhancement

- An encouraging environment to help develop your intellectual curiosity and opportunities to collaborate across all levels of the company across the globe
- A definitive career trajectory with numerous growth opportunities and career paths
- Skills enhancement through high impact growth strategy consulting for emerging business and for the global 1000

About Frost & Sullivan



Frost & Sullivan, the Growth Partnership Company, works in collaboration with clients to leverage visionary innovation that addresses the global challenges and related transformational growth opportunities that will make or break today's market participants. For more than 50 years, we have developed growth strategies for the global 1000, emerging businesses, the public sector and the investment community. Our "Growth Partnership" supports clients by addressing these opportunities and incorporating two key elements driving visionary innovation: The Integrated Value Proposition and The Partnership Infrastructure.

Frost & Sullivan is committed to a work environment free of all forms of discrimination. Frost & Sullivan recruits and hires without regard to race, color, religion, gender, marital status, age, disability, national origin, veteran status, or sexual orientation. If you want to find out more about Frost & Sullivan, please visit our website www.frost.com

How to apply

Apply online today and include a copy of your CV/resume and any relevant certifications, writing samples, social media links, or other documentation pertinent to the position for which you are applying.

For any questions reach out to us at iskandar.recruit@frost.com

Email Subject: JobNo

Due to overwhelming responses, only short-listed candidates will be notified.

#EnrichYourLifeEnhanceYourCareer



Internship Opportunity at Frost & Sullivan!

-Iskandar & KL Office only

-Immediate position(ASAP)

Interested candidates may send in their resumes to iskandar.recruit@frost.com

Email Title : Internship_period