



**Job Title:** Senior Analyst  
**Location City:** Gurgaon (New Delhi National Capital Region)  
**Industry:** Research, Consulting, and Advisory Services  
**Company:** Everest Group

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### **Company Description**

Everest Group is an advisor to business leaders on global services with a worldwide reputation for helping Global 1000 firms dramatically improve their performance by optimizing their back- and middle-office business services. With a fact-based approach driving outcomes, Everest Group counsels organizations with complex challenges related to the use and delivery of global services in their pursuits to balance short-term needs with long-term goals. Through its practical consulting, original research and industry resource services, Everest Group helps clients maximize value from internal transformations, shared services, outsourcing and blended model strategies. Established in 1991, Everest Group serves users of global services, providers of services, country organizations and private equity firms, in six continents across all industry categories. For more information, please visit our websites - [www.everestgrp.com](http://www.everestgrp.com).

### **Job overview**

A market facing position that requires providing insightful analysis and advice to clients on one or multiple Business Process Services (BPS) markets through published reports and client-specific custom research. Role will include developing domain expertise in select fields (such as outsourcing in F&A, HR, BFSI, etc.), managing specific research agenda for these fields, authoring industry reports and thought papers, and helping clients through custom advisory engagements. This will include regular interaction with global enterprises, service providers, investors, and industry associations as well as primary and secondary research.

### **Key responsibilities**

- Develop domain knowledge and get recognized as SMEs within Everest Group as well as the wider industry
  - Interact with industry constituents such as global enterprises and service providers to form a 360-degree view
  - Support in gathering and structuring of relevant subject-area data and information through primary and secondary research
  - Conduct detailed numerical analysis of data combined with domain knowledge to identify as well as predict key trends affecting markets
- Consolidate numerical analysis and domain knowledge into publishing best-in-class industry reports and cutting-edge thought papers through original research and blue-sky thinking
- Lead medium-sized custom advisory engagements - understand client-specific requirements and conduct relevant research to provide recommendations
- Support internal business development efforts through proposals, marketing campaigns, etc. and leveraging market connect

- Interact with market participants and clients including interviews and presentations
- Work as an integral team member on published and custom research with independent responsibilities. Key activities include:
  - Problem structuring and analysis including filling data gaps
  - Writing end-to-end reports containing impactful insights, ably supported by statistics
  - Managing broader research agenda for the team
  - Ensure quality of deliverables

### **Key skills required**

- Strong problem solving skills and analytical capability
- Strong oral communication skills
- Strong written communication skills with attention to detail
- Project management skills: ability to multi-task, work under pressure and successfully manage to deadlines
- Ability to interact and effectively work with others in a team environment
- Comfortable with MS Excel, MS PowerPoint, MS Word and MS Outlook
- Self-motivated and able to prioritize and work independently
- Desire to be in an entrepreneurial environment; comfort with ambiguity
- Strong organization skills and leadership skills
- Motivated to excel in business and intellectual curiosity
- Solid business judgment and professional in appearance

### **Education and Experience**

We are seeking a high calibre individual to maintain our exceptional standards. This person should have:

- Bachelor's degree from a reputed college; MBA strongly preferred (from Tier-1 B-School)
- 4 – 7 years of work experience in consulting/research/outsourcing strategy environment is strongly preferred
- History of excellence in academics, personal and vocational achievements
- Interest in outsourcing space and sourcing trends