



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

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.

Job overview

A market facing position that requires providing insightful analysis and advice to clients on one or multiple Global Sourcing domains such as locations optimization, governance structures, sourcing models in outsourcing/offshoring space. The role requires driving actionable insights through a combination of custom advisory engagements (e.g., benchmarking, competitive intelligence) and authoring reports and white papers. The candidate must be able to analyse, communicate, work with senior executives, develop complex and compelling analytical scenarios, and work with clients solving strategic global sourcing issues. The role includes global interactions with buyers, suppliers, subject matter experts, investors, and industry associations.

Key responsibilities

- Work closely with colleagues within the Global Sourcing (GS) practice, other practices, and external market participants to support client engagements, develop syndicated reports
- 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, service providers, and industry associations to form a 360-degree view
 - Drive structuring and gathering of relevant subject-area data and information through primary and secondary research
 - Lead detailed numerical analysis of data combined with domain knowledge to identify as well as predict key trends affecting markets
 - Own select work streams for project deliverables
 - Proactively deliver and manage practice agenda for published research reports
- Consolidate numerical analysis and domain knowledge into publishing best-in-class industry reports and cutting-edge thought papers through original research and blue-sky problem solving

- Lead medium-sized custom advisory engagements - understand client-specific requirements and conduct relevant research to provide recommendations
- Support business development efforts through proposals, marketing campaigns, etc. and leveraging market connect
- Interact with market participants and build visibility with clients, prospects, and overall market through blogs, whitepapers, newsletters, presentations
- Identify areas of research based on industry and client needs, and proactively develop new content in identified work-streams
- Contribute to plans for internal growth and actively develop domain expertise, leveraging subject matter experts, and external sources
- Ensure quality of products and adherence to Everest Group standards

Skills & activities

- Strong problem-solving skills, intellectual curiosity, and analytical capability
- Strong oral and written communication skills, including attention to detail
- Project management skills: ability to multi-task, work under pressure, and successfully manage deadlines
- Self-motivated, strong organization skills (able to manage own time and prioritize), and work independently
- Ability to interact and effectively work with others in a global team environment
- Comfort with ambiguity of an entrepreneurial environment
- Motivated to excel in business
- Comfort with Microsoft Office (PowerPoint, Word, Excel, and Outlook)
- Solid business judgment, professional in appearance
- Long term desire to contribute to business growth and build a career as a business leader

Education & experience

- Bachelor's degree from a reputed college; MBA strongly preferred (from Tier-1 B-School)
- 2 – 4 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