

Executive Client Director, Life Science

Responsible for end-to-end execution of market research projects, including start-up, project design, managing the research team, analyzing the results and presenting results and recommendations to the client in an inspiring and convincing way. In this role you also cultivate client relationships, pitch and sell projects to new and existing clients, and ensure follow-up after project closure. This position suits a motivated professional, who enjoys working in cross-functional teams while taking responsibility to deliver on-time and with high client satisfaction.

As Project Manager within Market Research at Opticom you will ...

- Pitch and sell market research projects and related consulting services to existing and new customers. Write project proposals.
- Define project aims together with the client
- Design interview questionnaires and guides
- Design project briefings
- Brief and manage a team of researchers, mentoring direct report(s)
- Run or interpret statistics.
- Design reader-friendly reports, analyze results, write clear conclusions and recommendations, and summaries of results.
- Moderate focus groups
- Lead workshops
- Strive for internal process improvement, suggest and implement process efficiencies, execute projects according to budget.
- Manage multiple projects simultaneously, planning your time efficiently and continuously update clients and internal teams on progress.

To succeed, you'll have...

- Minimum 3-5 years' experience in professional project management overseeing multiple clients and projects under tight deadlines within the field of market research preferably within life science.
- At least Bachelor's Degree, preferably with a focus on Business, Marketing, Market research, Statistics, Economics or a related field.
- Excellent communication skills in English and Swedish.
- Leadership skills to support and guide a team of researchers to make the best decisions for both the business and client.
- Strong skills in using MS Office including Excel, PowerPoint, SPSS and web-based survey tools.
- You have a can and will do attitude.

We offer

- Inspiring international working environment, filled with smart and ambitious colleagues.
- Representative office in a central location.
- A unique company culture due to the mix of different cultures and backgrounds in combination with Opticom's Code of Conduct.
- Work with leading global companies operating in a number of different industries.
- Responsibility with a mandate to innovate and influence.
- Good development opportunities.
- The chance to play an important role in growing Opticom.
- The chance to use your experience and develop new experience in different industries.

For application e-mail: anette@opticom.se