Key Responsibilities

- Be a strategic leader and advisor to our clients, deliver value and ensure a high-level of satisfaction.
- Work closely with client teams to deliver merchandising insights to deliver on their performance goals. Specific responsibilities include overseeing delivering of:
  - Insights to inform pricing strategy.
  - Related pricing tools for clients to visualize and manage their performance.
  - Operational analytics to support category reviews and ad hoc investigations.
- Actively listen and interpret the needs of clients to formulate meaningful recommendations and identify new areas where AQ can provide value-add services.
- Collaborate with the larger AQ team to provide client support and develop solutions. This involves working with a variety of experts in business, analytics, plus technology and an offshore team based out of India.
- Identify growth opportunities in existing client relationships, and maintain baseline business and annual growth against defined revenue goals.
- Assist in developing and negotiating project work for new business and oversee all aspects of the process such as pricing, resourcing, technology required, legal aspects, etc.
- Manage decisions that impact the team's P&L as well as be involved in all aspects of business planning and target setting for the group.

Essential Skills & Competencies

- Excellent understanding of retail business, marketing and merchandising domains, and data analytics experience.
- Excellent planning and project management skills.
- Excellent oral and written communication skills; highly capable of articulating ideas in a presentation and delivering over a conference call or in person.
- Strong ability to engage senior merchandising and analytics professionals, gain their trust and build relationships.
- Strong problem-solving skills and the ability to think of creative solutions.
- Ability to multi-task, work with several colleagues and client stakeholders at the same time and across different time zones.

Qualifications

- 5+ years of merchandising analytics or consulting experience is required.
- Experience leading large analytics projects or engagements would be a plus with a total consulting experience of 7-8 years.
- An MBA or master's degree from an analytics relevant quantitative field is required. Preferably from a top-tier school.

Salary & Other Details

- Salary including benefits will be based on prior experience & qualifications and will match or better industry standards.
- Will include a base salary and 25%+ performance-linked bonus.