

# Job description: Research Analyst

## **The Company**

Dialectica is a fast-growing primary research provider that partners with large institutional investors, like private equity or hedge funds and advisory firms from all over the world. The business model is to create a marketplace for professional knowledge where we are the intermediary between our clients and experts, who are individuals that have work experience in the markets that these clients are looking to learn more about. Clients turn to us when they need industry knowledge to support more efficient growth strategy, due diligence, organizational design and market assessment projects.

We've reached 80+ people in our offices in London, UK and Athens, Greece in 3 years. Joining Dialectica is a unique chance to contribute to a dynamic, fast growing company that operates across the global business environment.

## **The Role**

As a Research Analyst you will be a connector. Our clients require access to experts with deep industry knowledge. You will be expected to evaluate their needs, research companies and markets, and connect with subject matter experts who meet precise knowledge requirements. Your role is to identify clients' knowledge gaps and discover relevant industry specialists that have the knowledge to address them. You will be required to take business briefings from clients, perform research on companies and markets around the globe and use your critical thinking to identify the experts who have the ability to respond to client's questions. You'll get to personally reach out to experts in order to assess whether their expertise is relevant to the client request and report back to the client with a high-quality expert profile briefing.

One day you will be collaborating with your client and experts on the competitive landscape in sub-Saharan Africa telecoms, the next day it will be the growth outlook for solar energy in the Middle East, no two days are alike at Dialectica.

## **Requirements**

- 0-3 years' work experience
- Undergraduate degree (Strong academic credentials)
- Native speaker fluency in English. A second language (especially German) is a strong asset
- Excellent communication skills & ability to build lasting relationships
- Strong desire to work in a collaborative environment

## **Desired skills**

- experience in phone-based professional communication
- You enjoy learning about new industries and markets
- You want to outperform expectations and exceed targets
- You can concisely communicate a value proposition
- You see the opportunity to join a start-up as an exciting growth opportunity
- You believe in constant improvement
- You are organized, humble and detail oriented and have a track record of going the extra mile

## **Benefits**

- Competitive compensation package
- Challenging fast-paced environment
- Daily interaction with some of the smartest and most impressive people in the world
- Entrepreneurial culture
- Amazing coworkers
- Healthy snacks
- Participation in company's team bonding activities
- A job that keeps you intellectually engaged every single day :)