



(Senior) Director/Consultant, Employee Benefits

Greenwald & Associates has an opening for a senior-level market researcher with a history of successfully designing and executing market research projects on employee benefits topics, including disability and other workplace benefits. Excellence in client relationship management is essential, as is the ability to work effectively with team members. This is a new position due to the growth of our business with employee benefits clients.

Responsibilities

- Work closely with clients to clarify business issues and design research projects using the optimal qualitative and/or quantitative research techniques for each situation
- Manage client accounts to understand their needs, manage expectations, and build long-term relationships
- Stay up-to-date on trends in employee benefits products and delivery
- Direct the Greenwald project team to execute research projects efficiently, delegating smartly, and following company standards for quality
- Take a lead role in designing questionnaires/discussion guides, analyze data and information, report findings and present results
- Deliver outstanding, visual reports that clearly communicate insights and next steps stemming from the research
- Direct and mentor junior level research staff
- Develop proposals and pricing estimates
- Participate in company efforts to increase company visibility and promote image as the premier research partner for organizations that provide employee benefits and advocate for workplace financial protection and education

Competencies

- Understanding of employee benefits landscape, including providers, employees, employers and brokers/consultants
- Client focus
- Personal effectiveness/credibility
- Communication proficiency
- Market research expertise, including qualitative and quantitative
- Leadership
- Presentation skills
- Initiative

Desired Experience

- Minimum of 8 years of experience working within a market research environment focused on employee benefits topics
- Client-side experience a plus

*Please send cover letters and resumes to lisaschneider@greenwaldresearch.com
or call (202) 686-0300 for more information.*