

United States Jobs Expertini®

Director/Sr Director- Analytics Consulting (Client Partner - CPG/Retail)

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Company: Tiger Analytics

Location: New York County, New York

Category: sales-and-related

Tiger Analytics is an advanced analytics consulting firm. We are the trusted analytics partner for several Fortune 100 companies, enabling them to generate business value from data. Our consultants bring deep expertise in Data Science, Machine Learning, and AI. Various market research firms, including Forrester and Gartner, has recognized our business value and leadership. We are headquartered in Silicon Valley and have our global delivery center in Chennai, India. If you are passionate to work on unstructured business problems that can be solved using data and excited about building, leading, and enabling a team of analytics professionals toward that objective, we would like to talk to you.

Responsibilities

As a client partner, you will have overall responsibility for delivery, account management, client relationships, and account growth.

You will be responsible for demonstrating business value through solutions that help meet

strategic, operational, and tactical objectives, and making executive presentations.

You will be responsible for scaling the pilots / POCs to a long-term transformative program and delivering continuous business value.

You will work with the client's business stakeholders to understand key business questions, challenges, and information needs, and help develop an analytics roadmap that identifies and prioritizes key analytics use cases for execution.

You will be collaborating with sales leaders (both new sales and account sales) to create the right POVs and proposals to help win new logos and drive growth in existing clients.

You will work on some of the latest applications of data science to solve complex business problems in Consumer Product Goods (CPG) and Retail.

You will lead a team of data and analytics professionals and directly work with key client stakeholders to help define the business problem and determine solution requirements.

Requirements

16-20 years experience in the field of delivering advanced analytics-based consulting services to clients and experience in designing/implementing large programs.

Experience in managing large accounts and active involvement in account growth. P&L ownership in the past would be an added advantage.

Ability to engage with CXO and VP / Director level stakeholders from the client's team and with internal remote teams to define business problems and construct solution approaches.

Knowledge of domains like CPG, Retail & FMCG will be highly preferred.

Excellent communication (written and verbal) and presentation skills.

Ability to work with global teams, leading in communicating client business problem context to the remote teams and effectively leveraging them in execution, while owning client presentation, project management, and expectation setting.

Open to travel (up to 50%) across the United States.

Education Qualification – Bachelor's or Higher degree in Statistics, Mathematics, or a related quantitative field.

Benefits

Significant career development opportunities exist as the company grows. The position offers a unique opportunity to be part of a small, fast-growing, challenging and entrepreneurial environment, with a high degree of individual responsibility.

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