



ASSOCIATE PRACTICE LEADER

Location: India (remote)

Description: This individual is responsible for overseeing projects, mentoring junior analysts, and contributing to the development of research frameworks and methodologies.

The role involves significant client interaction and the presentation of research findings, with a primary focus on business operations, IT services, industry-specific dynamics, and technology. The Associate Practice Leader supports business development efforts by identifying new client opportunities and assisting in proposal development and client presentations.

Years of Experience:

- 8-10 years in research, with experience in managing projects and teams.
- Preferred working experience with a leading IT services or Big 4 consulting firm.

Education:

- MBA

Key Skills:

- **Analytical and critical thinking:** Proficient in multifaceted quantitative analysis with nuanced insights. Can create complicated data visualizations.
- **Subject matter knowledge:** Deep knowledge of intricacies and trends in one or more vertical technology or process areas. Also has intermediate knowledge in at least one other area.
- **Communication skills:** Skilled in persuasive verbal and written communication and complex report writing. Adheres to HFS publishing guidelines.
- **Client engagement and development:** Proactively engages with clients to tailor insights and solutions. Identifies, pitches, and closes business development opportunities.
- **Teamwork:** Encourages collaboration and helps resolve conflicts.
- **Innovative thinking:** Creates new methodologies or concepts that improve analysis.
- **Project management:** Manages complex projects effectively, ensuring timely delivery. Manages priorities, dependencies, and capacities of others.
- **AI skills:** Can demonstrate an ability to apply AI tools to augment research capabilities, apply to survey and data analysis, and share best practices with other analysts.

About HFS Research

HFS Research is a leading, privately held global firm known for its independent, no-nonsense perspectives based on thorough research, reliable data, and personal engagements with



industry leaders. We have achieved consistent year-over-year growth, including double-digit growth amid a global pandemic.

Our mission is to help our clients—major enterprises, tech firms, and service providers—tackle challenges, make bold moves, and bring big ideas to life by arming them with accurate, visionary, and thought-provoking insight into issues that impact their business. Our clients rely on us for a no-BS perspective on how to turn the mysteries of new services and technology trends into revenue creation and growth for their businesses and services.

With a focus on enterprise innovation, enabling technology, reimagined business operations, and industry-specific research, HFS Research is dedicated to shaping the future of technology and business services.

Why Join HFS Research?

- Be part of a globally recognized analyst firm that influences industry standards and practices.
- Work with a team of experts committed to delivering high-quality, impactful research.
- Engage with leading organizations and industry leaders to drive meaningful change.
- Enjoy opportunities for professional growth and development within a dynamic and innovative environment.

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