



PRACTICE LEADER

Location: India (remote)

Description: The Practice Leader is responsible for leading a specific research practice within HFS Research. This individual drives the research agenda, mentors junior analysts, and ensures the delivery of insightful and impactful research. The Practice Leader plays a key role in client engagements and business development, with a focus on business operations, IT services, industry-specific dynamics, and technology. Additionally, the role involves actively pursuing new business opportunities and maintaining strong client relationships to drive growth within the designated practice area.

Years of Experience: 10-15 years in research, with a focus on a specific practice area.

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.

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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