

Your Future, Our Focus

We are recruiting for Price Tracking Project Specialist

Futuresource Consulting is a specialist research and knowledge-based consulting company with a strong heritage stretching back to the 1980s. Combining unsurpassed data refinement expertise with in-depth market knowledge and experienced forecasting, the company is a leader in its field.

Futuresource provides its clients with global expertise in:

- Consumer Electronics
- Digital Imaging
- Entertainment Media
- Broadcast
- Optical Manufacturing
- Storage Media
- IT & Professional Displays

The Futuresource team includes experienced industry analysts and first-class researchers who are able to meet the demands of the most complex research, planning or consulting assignment. This may include assessing the market impact of a new product or service, providing a detailed picture of the competitive environment or assessing gaps in the market that can be exploited by Futuresource clients.

The position of Price Tracking Project Specialist is a new role, created to enable Futuresource to expand its presence in online price tracking and to develop systems/products that add value to our existing portfolio of services.

The Role

The **Price Tracking Project Specialist** role requires the individual to play an active and involved part in supporting the IT function, reporting directly to the Operations Director.

The key tasks associated with the role include: -

- Lead custom/bespoke pricing projects for major retail chains and equipment vendors
- Undertake pre-sales consultancy, requirements gathering and the development of project specifications
- Scope out new system designs and structures to drive data delivery performance, quality and efficiency
- Identify areas where the product can be utilised to better effect and act on any potential up-selling opportunities
- Increase scope of existing projects, and associated revenues
- Working closely with clients and managing project quality and delivery
- Maintain and take ownership of the quality of deliverables
- As this is a relatively new project area, you will also be required to review system processes and identify any improvements that can be made

There may be some travel involved as part of this role and you could expect to be on site with clients on average of one day each week.

Educational Requirements

Educated to degree level or HND equivalent in an IT related discipline.

ISO Accreditation experience an advantage.

The Candidate

To be successful in this position you must be able to demonstrate a deep understanding of working with large volumes of data, how data can be manipulated/reported and database design. You will have a structured approach to work and so certification in one or more formal methodologies is preferred. A working knowledge of Retail Price Analysis or business process improvement will be considered an advantage. The company uses SQL server as its back end database and development is primarily done using VB.Net.

Suitable candidates will be very well presented with superb communication skills (including the ability to communicate technical matters to non-technical people) and demonstrable abilities of presenting up to board level.

The key attributes must include: -

- Excellent communication and interpersonal skills. Able to communicate at all levels.
- Able to work as part of a small, fast moving team within a busy and pressurised environment.
- Proven track record in winning new business
- Able to work on multiple projects and be hands-on where appropriate.
- Able to manage client expectations and provide technical account management
- Forward thinking with the ability to identify potential problems and improve systems accordingly
- Energetic and prepared to get stuck into the detail to help resolve issues (data checking, data entry, etc)
- Able to lead from the front with strong organisational skills
- Able to build lasting relationships and grow contract size through exceptional customer service and account management
- Commercially aware/astute and able to identify opportunities to up-sell
- Good appreciation for large amounts of data.

Reports To: Operations Director

Location: The position is based at the Futuresource HQ in Dunstable, Bedfordshire

Get in touch

If you are interested in this position please send your CV and covering letter by e-mail or post to:

Jan Hulatt, Human Resources Manager, Futuresource Consulting
E: jan.hulatt@futuresource-hq.com T: +44 (0) 1582 500 100 www.futuresource-consulting.com

Futuresource Consulting, Kensworth Gate, 200-204 High Street South, Dunstable, Bedfordshire. LU6 3HS