

Engagement Manager

JOB DESCRIPTION

Ipsos Strategy3, a leading global brand, marketing, and innovation consultancy, is seeking a driven, development-oriented, self-motivated **Engagement Manager** to join our team of entrepreneurial thinkers who are looking to change the landscape for our clients.

Our Engagement Managers play a key role in leading our client engagements, guiding our team on research, setting the vision for deliverables, coaching our teams, and presenting strategies to such globally recognized clients as Google, Starbucks, AB InBev, and Uber. You will serve as the primary client contact for our engagements, working both laterally and vertically with our team of Partners, Principals, and Associate Consultants to ensure that our ideas are flawlessly presented to both clients and the broader marketing community. In addition, we'll look to you to inspire and develop those you work with, as well as provide thought leadership for the firm. You'll have a team of Associate Consultants reporting to you, whose development, growth, and career trajectory you will be responsible for.

Critically important will be your ability to build relationships, not only internally with the Strategy3 team, but across Ipsos more broadly and of course with our clients.

Typical engagements include developing brand strategies, segmenting customer audiences, understanding consumer journeys, envisioning future growth pathways, and guiding innovation strategy.

You will join a unique team of whole-brain thinkers who come from backgrounds as diverse as market research, brand management, consulting, finance, design, and start-ups—all of whom come together with a diversity of ideas to transform the consulting services industry. We have seen strong growth over the past several years which will continue as we strengthen our global presence. This growth will allow you unparalleled access to leading marketing thinkers, clients, and brands, while providing you great opportunity to take on leadership challenges in shaping the development of our firm.

For a relentless, visionary, and centered thinker who thrives on feedback and challenge, this is a unique opportunity for both personal and professional growth.

REQUIREMENTS

The ideal candidate will bring a unique blend of both analytical and creative skills to bear on our client's problems: you should be as comfortable building a model in Excel as you are making creative connections between your latest Netflix binge and what is happening in the business world. Our approach to solving problems requires that level of fluidity, comprehensiveness, confidence, and executive presence.

In our development-focused organization, you must have a passion for, and natural talent in, coaching others and creating a compelling personal/career vision for others. Our Engagement Managers play a critical role in establishing, shaping, and embedding our culture with our teams.

Qualifications include:

- Undergraduate degree from a top-tier university
- MBA from a leading business school
- 6-8 years of professional experience: preferably in branding/marketing, management consulting, brand management, or market research
- Strong project management skills and ability to juggle multiple projects
- Demonstrated leadership skills, both vertically and laterally, leading teams, and inspiring those around you
- Ability to work cross-functionally, with a solid understanding of market research
- Ease and confidence with “thinking on your feet”
- Strong business acumen and critical thinking skills
- Love of, and nose for, brands, marketing, and innovation
- Impeccable interpersonal and communication skills, written and verbal
- Enormous personal impact and executive presence

In addition to those qualifications, one of the key things we have in common is the ability to tie together disparate pieces of information (from social media, from history, from keen observation, to name a few) into a compelling story, and tell it in a way that is engaging and memorable.

Fair warning, we look to our Engagement Managers to kick-off our (in)famous karaoke nights, so please have an early-2000s pop anthem ready.