



Project Manager (Private Enterprise) RIWI Corp.

RIWI Corp. is looking for a dedicated Project Manager in the Global Private Enterprise business line to oversee projects, manage client accounts, and support sales growth.

About RIWI:

RIWI Corp. is a survey technology and predictive analytics firm specializing in global sentiment and event predictions data. We serve a wide array of public and private sector clients providing them with consumer and citizen sentiment data for continuous risk monitoring, predictive trend-tracking and ad effectiveness tests in every country in the world.

About the Private Enterprise business line:

RIWI's newest and fastest growing business line, Private Enterprise serves the financial services, insurance and consumer goods sectors providing clients with equity research, consumer insights, product and message testing and more.

Job Description

As a Project Manager for Private Enterprise, you will be responsible for managing day-to-day operations and client relations for multiple projects across a wide array of clients. Your responsibilities will include implementing and monitoring projects from survey design to fielding and data collection. You will work collaboratively with the RIWI team and the client to ensure delivery excellence and satisfaction.

In addition to project management, you will support sales and business development efforts and contribute to driving increased revenues of the business line. You will report directly to the business line lead and will have the unique opportunity to drive topline company growth in a collaborative, founder-led team environment.

Key Activities

Project Management (~75%)

- Coordinate with client to carry out projects according to the stated goals, working within the specific scope, budget, and timelines. In time, there is the expectation that this role will grow to cover the business development related activities of negotiating survey topic, content, scope and pricing
- Collaborate with clients to co-develop survey instruments, advising clients on best practices within the RIWI methodology
- Work with internal programming team to prepare the survey instrument for programming on the RIWI platform, translating client needs into actual technical requirements
- Diligently organize and execute all survey translation requirements
- Test survey prototypes, identifying any errors for the programming team to address before launch
- Keep in constant communication with multiple clients, ensure project timelines and research goals are met
- Communicate project updates during weekly meetings and prepare project debriefs post-completion
- Maintain relationships with clients post-project and strategically work to expand business relationships



Sales Support (~25%)

- Collaborate with business line lead to research and build out prospect list of clients in the finance sector
- Collaborate with research team to leverage thought leadership in sales outreach
- Research potential client business models and fit; ideate and communicate use-cases and value
- Create sales sheets, PowerPoint presentations and other client-facing outbound communications
- Communicate value proposition to client over phone, email, or through in-person presentations
- Attend industry events, conferences, and other offsite sales opportunities

Growth Path

It is expected that with time, skills, and interest, that this role will grow to have an increasing emphasis on sales & business development (with individual sales targets) as client relationships are built and maintained.

Qualifications:

Essential:

- University-level degree in a relevant field, with the ability to articulate any transferable skills
- Excellent written and oral communication skills
- Ability to articulate complex ideas
- Great at multitasking and staying organized
- Ability to work both in small teams & independently
- Ability to reliably meet deadlines and communicate internally
- Some international experience, whether through school / work / personal life (i.e. an insight into the broad scope of perspectives, experiences, etc that the GLOBAL population has)

Preferable:

- Knowledge of finance and the financial sector is considered an asset (course work, professional experience, or general knowledge/interest)
- Experience in data analysis
- Experience in business development and/or sales
- Active interest in current events, macro economics, and politics

Please apply with your CV and cover letter to careers@riwi.com with the subject heading "Project Manager (Private Enterprise)".

Applicants for this role will be considered in July – August 2019. We expect the successful candidate to begin in September – October 2019 at RIWI Corp.'s Toronto office.

RIWI is an equal opportunity employer.