

Freelance Commercial Consultant

Zenith Global is a world leading food and drinks consultancy, located in Bath, United Kingdom.

Our commercial and technical consultancy, market intelligence and conference services have helped shape the worldwide food and drinks industry for more than 25 years. Today we work with over 1,000 clients in 50 countries, ranging from start-ups to multinationals, and cover the markets in more than 90 countries. We help these companies in nearly every aspect of their business, both commercial and technical.

We have a requirement for a Freelance Commercial Consultant as described below:

Location: Based in-country/home working

Type: Freelance, ongoing, project dependent

The role:

Working with members of the Commercial Insight and Advisory team, this role will have excellent research. Analytical and strategic thinking skills and will be responsible for:

- Conducting market and industry research to obtain insight into sector growth, key players, new products, market dynamics, sales volume and value, and market share
- Using appropriate research methodologies – in-store research, telephonic and face-to-face trade interviews – to collect market data
- Building effective and long-lasting relationships with existing as well as potential information sources
- Assimilating complex information from a variety of sources and condensing into well-compiled, **analytical and insightful research reports with clear recommendations**
- Constant communication with the project manager and other team members based in the UK

Requirements:

Essential Skills and Experience

- A background in business, marketing, supply chain, sales, economics and/or market research
- 3+ years of work experience in FMCG, beverages industry or market research
- Proven skills in interviewing and qualitative and quantitative research
- Proven track record of delivering exceptional results in freelance projects
- High level of numeracy and comfortable with statistical analysis
- Fluency in English and the language of the country in which based, written and verbal
- High proficiency in Word, Excel, PowerPoint, Outlook and Internet search
- Full-time freelance work focus preferred

Person Specification

- Legally eligible to work and remain in the country
- Strong problem-solving and analytical capabilities
- Relentless pursuit and understanding of information
- Tenacity and attention to detail

- Strong communication skills – oral and written
- Highly organised with planning and time management skills
- Able to work independently with minimal supervision
- Accountability and ownership
- Confidence in making contact and obtaining information via face to face or phone interviews

Other Requirements

- Computer freelance worksite with Windows XP operating system (or later version)
- Microsoft Office 2007 (or later version)
- Broadband internet access
- Telephone

Please see the list of countries below where we currently have requirement for freelance commercial consultant. We have an immediate requirement in the countries marked with an *.

Algeria Congo (DRC) *Egypt Nigeria South Africa	Canada USA – East Coast and West Coast
Iran Iraq Israel Jordan Kuwait Lebanon *Saudi Arabia *Turkey *UAE	*Argentina Bolivia *Brazil Chile *Colombia Costa Rica Ecuador El Salvador Guatemala Paraguay Peru Uruguay *Venezuela
Belarus Croatia Czech Republic Estonia Hungary Kazakhstan Latvia	Lithuania Poland Romania *Russia Serbia Ukraine Uzbekistan

*Australia
*China
Hong Kong
*Indonesia
*Malaysia
*New Zealand
Pakistan
*Philippines
*Singapore
South Korea
Taiwan
*Thailand
*Vietnam

Austria
Belgium
*Denmark
*Finland
France
*Germany
*Greece
Ireland
Italy
*Netherlands
*Norway
Portugal
Spain
*Sweden
Switzerland
UK