



Research & Advisory Analyst – Engineering

Industry	Mechanical/Electrical Engineering with IP/USPTO expertise
Discipline	Engineering Analyst
Location	Tolland, CT (HQ) or Partial Home Office
Reports To	Vice President of Research and Advisory Services

Nerac, Inc. is a global research, technology, and advisory services firm dedicated to helping companies stay ahead of the curve in ever-evolving markets. Trusted by more than 12,000 clients worldwide, Nerac’s team of subject matter experts, scientists, and engineers help uncover key business questions, and then we find the answers.

As a Research & Advisory Analyst - Engineering, you will deliver and oversee research and advisory services projects, through the management of standard project execution, client service activities, and allocation of information science consultants. Individually contribute to engagements using deep subject matter expertise while demonstrating a consultative approach to developing long-term advisory relationships.

RESPONSIBILITIES

- Educate clients on services that Nerac provides
- Developing proposals, presentations, and statements of work (SOW) while recommending strategies to grow our advisory services presence in existing accounts
- Engagement Management – Oversee client engagements from start to finish, exceeding client expectations, managing project economics and risks
- Facilitate pull-through client engagements
- Develop and maintain client relationships
- Lead client phone calls, readiness calls, and internal planning with staff
- Monitor the progress of engagements and key project activity dates, ensuring deadlines are met and expectations are managed appropriately
- Mediate complications as they may arise, relating to client, staff consultants, or project execution
- Review work papers, drafts, and final reports with high attention to detail
- Maintaining an awareness of industry best practices and business levers for our offerings

MINIMUM QUALIFICATIONS

Bachelor's degree: Engineering

5 years of experience in advisory services

Intellectual Property/USPTO experience preferred

Preferred Skills & Knowledge:

- Ability to meet deadlines with a high degree of motivation
- Thrive in a fast-paced environment
- Excellent communication skills
- Ability to work independently as well as collaboratively
- A track record of successful and directly-related consulting/professional services management experiences
- Ability to communicate effectively and tactfully across all levels of an organization
- Excellent negotiation, conflict management, and problem-solving skills
- Ability to operate effectively in our culture, demonstrating flexibility and speed to results
- Ability to assess and leverage strengths of a diverse group of people to maximize team performance along with proven success developing individuals
- Adaptable to balancing the demands of multiple client assignments while pushing the intellectual envelope in search of solutions to complex problems
- An entrepreneurial mindset with the desire to further develop Nerac's advisory services practice by leveraging existing resources and capabilities in new and unique ways to achieve success

For more information please go to:

<https://www.nerac.com/career-opportunities/>

To contact us directly: careers@nerac.com