About us

The FinTech Control Tower (FCT) continuously monitors the latest trends in the industry and new entrants to the landscape, offering a detailed mapping of the FinTech ecosystem and driving market leading research on emerging trends in financial technology such as blockchain, Artificial Intelligence and peer-to-peer lending.

The FCT is a joint venture between BCG and Expand Research, a wholly-owned subsidiary of the Boston Consulting Group and is headquartered in London with offices in Singapore and New York. Founded in 2001, Expand Research is a specialist firm that provides unique business intelligence and decision support services via benchmarking and market research across the global financial services industry.

We offer candidates the opportunity to work in a stimulating environment in the Square Mile in London or in Singapore, and maintain a start-up feel with regular social events and a highly collaborative and entrepreneurial working culture.

Go to www.expandresearch.com and explore our product offerings to learn more about our services.

Job description

Analysts/Lead Analysts support/lead on the delivery of client-facing research projects focusing on a wide variety of FinTech topics such as payments, lending and crowdfunding, blockchain, artificial intelligence, InsurTech, digital wealth management and others. These roles involve both working with quantitative data, as well as conducting field research in the industry based on desk research, conference and event findings, interviews with prominent FinTech firms, banks and other financial and non-financial institutions. Ability to accurately handle and rigorously examine data from a variety of sources is essential, as well as using it to build and test complex market hypotheses to support clients in driving decisions around innovation management, ecosystem engagement, technology investments and M&A activities.

Analysts/Lead Analysts are encouraged to take responsibility for deliverables ranging from periodic benchmarking activities to bespoke deep dive strategic client research projects and industry roundtables. Additionally, they assist with the management of individual client accounts and are involved in the development of internal initiatives.

While oversight is provided by senior team members, Expand’s culture puts emphasis on personal ownership from the very start of an employee’s career. Furthermore, Analysts/Lead Analysts play an active role in all aspects of the delivery lifecycle, from sales through to initial data collection, analysis, visualization and communication of the findings, allowing for a great deal of diversity on the job and the development of a broad skill set. You will have a high level of direct client exposure, which in many cases reaches C-level executives.

The role requires an astute, articulate individual who will support/lead the delivery process. The individual must be highly resourceful, entrepreneurial, adaptable and able to pick up new knowledge quickly in the dynamic and fast changing world of financial technology.

Job requirements

Basic job requirements
• 3-4 Years relevant work experience in consultancy, market research, financial services or banking, ideally with a focus on the FinTech industry
• Demonstrable interest in and/or knowledge of the FinTech landscape
• Bachelor’s degree, preferably in a quantitative, qualitative or science subject, from a top university with a 2:1 (+3.2 GPA) or higher or corresponding equivalent
• Experience in Financial Services or part of a FinTech extremely advantageous

Key competencies
• Strong understanding of industry, landscape and banking verticals/business models
• Ability to understand client needs, articulate problem statements, drive research and content creation
• Exceptional analytical abilities, including the interpretation of large data sets and deciphering the findings into clear messages and visuals
• Strong communication and presentation skills to manage client relationships and deliver content to senior executives
• Effective written and verbal communication with internal and external stakeholders
• An entrepreneurial and creative mind-set
• A strong work ethic and service mentality with the ability to manage multiple tasks and stakeholders in parallel
• Collaborative team player with the ability to work independently and guide junior members
• Strong MS Excel skills are preferred, and experience using SQL and VBA is an advantage

Apply now

Please email your CV and covering letter, including why you are interested in this role and consider yourself to be a good fit for it, to:
UK – careers@expandresearch.com quoting reference UKFTWS

Please include your current and desired salary, and confirmation that you are permitted to work in the UK/Singapore, along with your notice period/available start date.

Applications without a covering letter will not be considered.
Only candidates that are already authorised to work in the UK will be considered for UK roles.

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