



Data Commercialisation, Marketing, Research & Product Development Consultant

Location: Luxembourg

Do you want to start an ambitious and challenging career?

Would you like to work in an exciting and fun environment?

Do you thrive in work environments that push you to be your best?

Taleo Consulting is a management consulting group with offices in Luxembourg, Paris, Brussels, Amsterdam, Geneva, Zurich, Barcelona, Singapore, Antwerp and Lisbon.

As a young and growing company, we now count over 450+ employees across our 10 international offices! Our activities are primarily focused on finance, life science, retail, and energy.

What will you do?

We believe that we grow as our people grow. Motivated professionals make a difference. Not just for themselves, but also for our customers.

We are looking for people who share our corporate values among our local and international networks and promote close relationships with our customers and internal teams. Taleo's success depends on the talent of its employees, therefore we are looking for an enthusiastic **Data Commercialisation, Marketing, Research & Product Development Consultant:**

Description/List of tasks to be carried out

**Provides support for the day to day workflow across a portfolio of activities including:-
Company research,- Quantitative analysis- Process and project management**

- **Takes ownership of specific parts of a variety of different projects**
- **Services are provided to assist the organization in achieving the intended outputs and outcomes of relevant initiatives and programs**
- **Self-enabled elaboration of concept parts and its value**
- **Conduction of workshops / meetings, coaching of people on working level**
- **In large projects lead of a small team**



- Responsible for clearly defined work products
- Typically 2-3 years of experience in the relevant operational area (CRM, Finance, Operations or Talent & Organization)
- Experience of at least one project with best practices in operational models

Task and responsibilities

- Research market trends, analyse competitors solutions and identify valuable product opportunities
- Work with internal teams to develop, build and improve solutions
- Manage and implement a wide variety of data and connectivity products and solutions to meet client needs
- Understand Client, Segment and Product needs for Connectivity & Data
- Create materials and artifacts to support steering committees, review meetings and presentations (internal/external)
- Conceptualize, plan, prioritize, coordinate design and delivery of products or features
- In partnership with Sales & Relationship Management determine current accounts' organic growth areas and capitalize on opportunities.
- Have direct interaction with business managers, technology, and sales to understand their long-term vision, discuss industry trends, and incorporate them into the product & solutions strategy
- Work with Clients on connectivity and data needs and coordinate internally to create and implement necessary solutions
- Establish revenue generating plan and pipeline through new and incremental opportunities
- Establish a business plan in partnership with Sales & Relationship Management, comprised of new and incremental client opportunities
- Coordinate with diverse group of internal stakeholders, sales and relationship management, product, technologists, operations, finance, legal etc to implement and deliver on client commitments.
- Deliver significant direct business results and authoritative advice regarding product development that necessitates a degree of responsibility over technical strategy.
- Create clear and specific project plans, business requirements (where required) documents for product execution
- Prepare and present business reviews quarterly and annually
- Create Proactive Client Communication Campaigns and implement to clients and their teams. launching new advertising campaigns for clients
- Establish a good understanding of the business of a client for effective service
- Ability to travel as needed



Mandatory skills and experiences

- **Strong Product Development skillset with a delivery mindset**
- **Client Solutions experience**
- **Securities Services experience is required**
- **Proven track record of successfully managing in a large and complex business**
- **Intellectual curiosity, analytical and conceptual thinker**
- **Proactively seeks and develops new opportunities**
- **Thorough financial acumen and P&L management experience**
- **Proven track record of bringing diverse groups and perspectives to work against a common goal**
- **Excellent Communication, analytical, interpretive, and problem-solving skills**

We hire great people and give them the playing field to become awesome!

Rather than a diploma or extensive experience, it's your state of mind that will allow you to reach your potential and meet the target with Taleo!

Why should you join us?

You will be part of a talented and dynamic team! You will be able to benefit from career advancement and have the possibility to develop international and long-lasting work relationships.

If these words resonate with you and you identify with this description, send us your CV! We will be delighted to meet you.