
JOB DESCRIPTION: MARKET RESEARCH ANALYST

DEPARTMENT:	Marketing & Communications	REPORTS TO:	Senior Director, Marketing & Communications
JOB CLASS:	Analyst	PAY GRADE:	18
EXEMPT STATUS:	Exempt	DATE:	07/07/2011

Our Mission is to deliver a high quality, technology-based education that provides the skills and knowledge students need for success.

POSITION GENERAL SUMMARY:

The Market Research Analyst helps the Product Manager to develop a Market Research Plan for FLVS and is responsible for managing specified projects within the plan. The Market Research Analyst will provide research project design, implementation and analysis of Market Research, and working with outside market researchers as needed. The Market Research Analyst also provides additional research support on an as needed basis for the Leadership at FLVS.

ESSENTIAL POSITION FUNCTIONS:

- Assist in providing input that will help determine immediate and long-term Marketing Research needs including Primary and Secondary Research, Concept Testing, and Efficacy Studies
- Propose both qualitative and quantitative methodologies to meet specific research objectives
- Manage research projects including following through on study design, creation of various tools and study materials, deployment, data capture, analysis, reporting, and presentation of findings
- Conduct quantitative and qualitative projects. Author research tools such as discussion guides or questionnaires, develop criteria for materials that need to be created by other departments, conduct interviews or group discussions, conduct analyses, create reports, and present findings as needed
- Research vendors and make recommendations for hiring vendors who provide recruitment, data collection, analysis, tabulation, and various types of quantitative and qualitative expertise
- Provide expertise in gathering literature on trends and providing an analysis of market needs; May also direct work of outside resources
- Communicate with internal systems department any data and reporting needs required for research studies; Communicate with FLVS teachers required steps in a research study and creates materials that teachers may use with the customer; Communicate any updates on student progress regarding the study
- Oversee recruiting or conducts recruiting for studies as necessary
- Compose requests for quotes (RFQ) and requests for proposals (RFP) to obtain bids for current, approved research, provide choices to management, and monitor ongoing project costs
- Coordinate project schedule development, confirm schedule, and monitor project schedule, ensuring that both the timetable and the objectives are met
- Keep manager advised of the status of all assigned research projects
- Meet professional obligations through efficient work habits such as, meeting deadlines, honoring schedules, coordinating resources and meetings in an effective and timely manner, and demonstrate respect for others

- All work responsibilities are subject to having performance goals and/or targets established
(These essential functions are not to be construed as a complete statement of all duties performed. Employees will be required to perform other job related duties as required.)

MINIMUM REQUIREMENTS:

Education:

- Bachelor's Degree in Psychology, Education, Marketing with emphasis on Marketing Research or research methods, Statistics, Business or other related discipline; or equivalent combination of education and relevant experience

Experience:

- Three to five years' experience in Marketing Research
- Online community and social media experience desired

Knowledge, abilities and skills:

- Knowledge of MS Word, Excel and PowerPoint
- Knowledge of statistics and survey software
- Knowledge of educational publishing and/or online education
- Knowledge of Marketing Research principles and practices
- Knowledge of Project Management principles and practices
- Skills to interpret research needs, determine and implement appropriate methodologies and communicate findings
- Strong analytical skills
- Ability to schedule and meet deadlines
- Strong verbal and written communication and presentation skills

CORE COMPETENCIES FOR SUCCESS:

<p style="text-align: center;">COMMUNICATION SKILLS</p> <p><i>Clearly and effectively conveys and/or presents information verbally; summarizes what was heard to mitigate miscommunication; Shares ideas and perspectives and encourages others to do the same; Informs others involved in a project of new developments; Disseminates information to other employees, as appropriate; Effectively uses multiple channels to communicate important messages; Keeps supervisor well informed about progress and/or problems in a timely manner; Writes in a clear, concise, organized and convincing way for a variety of target audiences; The written message is consistently error-free; The written message has the desired effect on the target audience</i></p>	<p style="text-align: center;">CUSTOMER FOCUS</p> <p><i>Prioritizes customers (internal and external) and their needs as primary and is dedicated to meeting their expectations; Develops and maintains customer relationships; builds credibility and trust; Quickly and effectively solves customer problems; Provides prompt, attentive service in a cheerful manner; adapts to changing information, conditions or challenges with a positive attitude; Incorporates customer feedback into delivery of service to provide the best experience possible for the customer; Actively promotes FLVS in community by serving as a FLVS ambassador or volunteer</i></p>
<p style="text-align: center;">INTERPERSONAL SKILLS</p> <p><i>Relates well with others; Treats others with respect; Shares views in a tactful way; Demonstrates diplomacy by approaching others about sensitive issues in non-threatening ways; Considers and responds appropriately to the needs, feelings and capabilities of others; Fosters an environment conducive to open, transparent communication among all levels and positions; Takes the initiative to get to know internal and external customers</i></p>	<p style="text-align: center;">FUNCTIONAL /TECHNICAL EXPERTISE</p> <p><i>Has the skills, abilities, knowledge and experience to be successful in functional area of expertise; Dedicates time and energy to keeping abreast of the latest information related to area of expertise and technology; Picks up on technology quickly; Does well in technical courses and seminars; Produces high quality work in organized and timely fashion</i></p>

INDIVIDUAL CONTRIBUTOR COMPETENCIES FOR SUCCESS:

PEER RELATIONSHIPS <i>Finds common ground and solves problems for the good of all; Can represent his/her own interests and yet be fair to other groups; Solves problems with peers with minimal “noise”; Is seen as a team player and is cooperative; Easily gains trust and support peers; Encourages collaboration; Is candid with peers</i>	CREATIVITY <i>Comes up with a lot of new and unique ideas; Easily makes connections among previously unrelated notions; Tends to be seen as original and value-added in brainstorming sessions; Takes calculated risks; Is not afraid to try new things and potentially “fail fast”</i>
SELF KNOWLEDGE <i>Seeks feedback; Gains insight from mistakes; Is open to constructive criticism; isn’t defensive; Proactively seeks to understand his/her strengths and areas for growth; applies information to best serve organization; Recognizes how his/her behavior impacts others and incorporates insight into future interactions</i>	PLANNING <i>Accurately scopes out length and difficulty of tasks and projects; Sets objectives and goals; Breaks down work into the process steps; Develops schedules and task/people assignments; Anticipates and adjusts for problems and roadblocks; Measures performance against goals; Evaluates results</i>
ORGANIZING <i>Uses his/her time effectively and efficiently; Concentrates his/her efforts on the more important priorities; Can attend to a broader range of activities as a result of organizing time efficiently; Can marshal resources (people, funding, material, support) to get things done; Can orchestrate multiple activities at once to accomplish a goal; Arranges information and files in a useful manner</i>	PROBLEM SOLVING <i>Uses rigorous logic and methods to solve difficult problems with effective solutions; Probes all fruitful sources for answers; Can see hidden problems; Is excellent at honest analysis; Looks beyond the obvious and doesn’t stop at the first answers</i>
DRIVE FOR RESULTS <i>Can be counted on to exceed goals successfully; Very bottom-line oriented; Steadfastly pushes self and others for results; Is full of energy for the things he/she sees as challenging; Not fearful of acting with a minimum of planning; Consistently seizes opportunities; Consistently exceeds goals</i>	

PHYSICAL REQUIREMENTS AND ENVIRONMENTAL CONDITIONS:

- Location: Remote or Orlando VLC
- Frequency of travel: Occasional travel is required for meetings, trainings and conferences; location may vary and may require overnight stays
- Light physical activities and efforts required working in an office environment

(Reasonable accommodations will be made in accordance with existing ADA requirements for otherwise qualified individuals with a disability.)

FLVS does not discriminate in admission or access to, or treatment or employment in its programs and activities on the basis of race, color, religion, age, sex, national origin, marital status, disability, genetic information or any other reason prohibited by law.