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# Job Posting

### Vice President & Principal Analyst

**DESCRIPTION**

The Vice President & Principal Analyst is an individual contributor role reporting directly to the Chief Executive Officer & Founder. We are seeking a highly motivated, achievement-driven industry analyst to join our team. This role is responsible for establishing expert knowledge, practical understanding, and communicating a research coverage area based on Constellation’s current business themes: Data to Decisions, Marketing Transformation, Future of Work; Matrix Commerce; New C-Suite; Next-Generation Customer Experience; Digital Safety, Privacy, and Cybersecurity; Technology Optimization; and Innovation and Product Growth. Such knowledge includes the coverage area’s customers, competitors, business model, products, and partnerships, culminating in your recognition and thought leadership.

Experience and ability to establish solid and credible relationships with C-level executives is a definite advantage. You should be able to: demonstrate your thought leadership in writing and in presentations; articulate those big ideas in research reports, blog posts, videos, and tweets, as well as in meetings and on stage; write research reports on a regular basis; and deliver advice and speeches with impact. Most importantly, you must be able to apply your expertise in ways meaningfully relevant to our customers.

We offer a competitive base salary, uncapped earnings, and exceptional benefits.

**RESPONSIBILITIES**

* Identify and develop “big ideas” within your coverage areas that demonstrate your understanding of all the trends and dynamics in those areas.
* Originate research reports that describe such big ideas or describe vendors serving a space, customer case studies, analyst trends in the market, and other pertinent topics.
* Deliver a variety of services, such as briefings, ad-hoc inquiries, advisory, and consulting, as well as videos, webinars, and on-stage presentations.
* Produce research across the lifecycle of a business trend and technology trend including big ideas, category creation, market overviews, case studies, best practices, trends, and comparative reports.
* Cultivate a community of buy-side end users
* Coordinate with other analysts on the analyst team on areas of collaborative research and to enhance one another’s content.
* Coordinate with the sales team on opportunities to renew and develop business.
* Maintain competitive knowledge & focus for your coverage areas.
* Maintain in-depth knowledge of Constellation’s services offerings and the coverage areas & research of our analysts.
* Maintain Constellation's ethics and objectivity standards on research.
* Work independently while staying coordinated as needed with the rest of the analyst, sales and marketing teams.
* Travel as needed to deliver services, attend conferences, and attend Constellation events, which may be located domestically or internationally.

**QUALIFICATIONS**

* Minimum of ten (10) years of successfully working as an analyst in product marketing, in journalism, and/or as a consultant.
* Substantial experience and demonstrated writing about your coverage areas.
* Exceptional analytical skills that drive insights from researched information.
* Ability to establish rapport with C-level and senior-level executives at accounts.
* Strong demonstration of intellect, drive, executive presence, and sales acumen.
* High level of self-discipline with demonstrated ability to work remotely.
* Effective presentation, organization, project management, and time management skills.
* Excellent verbal, written communication and interpersonal skills.
* Proficient in office productivity tool sets such as Microsoft, Google, and/or Zoho.
* Proficient in social media tools
* Bachelors’ degree or equivalent experience.

**COMPANY-WIDE EXPECTATIONS**

* Thrives in a constantly changing work environment.
* Thrives in defining structure and processes where none may yet exist.
* Always operates as a team player, building effective, professional working relationships.
* Effectively manages multiple projects and tasks to ensure results that are consistently delivered on time and of high quality.
* Consistently completes work on an on-time or earlier basis, from inception through completion.
* Proactively anticipates, troubleshoots, and resolves any issues in a timely manner.
* Operates with a high degree of ethics.

**LOCATION**

Constellation Research operates virtually without any physical offices. Our team spans North America, Australia, England, and India, with everyone working from their home offices. We stay connected as a team through instant messaging, video calls, web conferences, and phone calls on an ongoing basis, while meeting in person at our retreat in the Summer and annual client conference in the Fall.

**BENEFITS**

Constellation Research offers world class benefits, including health, dental, and vision insurance. As a valued employee you’ll also enjoy a generous paid time off policy, paid maternity leave, and opportunities to travel.

**ABOUT CONSTELLATION RESEARCH**

Constellation Research is an award-winning, Silicon Valley-based research and advisory firm that helps organizations navigate the challenges of digital disruption through business models transformation and the application of disruptive technologies. Unlike the legacy analyst firms, Constellation Research is disrupting how research is accessed, what topics are covered and how clients can partner with a research firm to achieve success. Over 350 clients have joined from an ecosystem of buyers, partners, solution providers, C-suite, boards of directors and vendor clients.

Additional highlights include:

* Institute of Industry Analyst Relations (IIAR) New Analyst Firm of the Year in 2011 and #1 Independent Analyst Firm for 2014 and 2015.
* Research team with an average of 25 years of practitioner, management & industry experience.
* Organizers of the Constellation Connected Enterprise – an innovation summit and best practices knowledge-sharing retreat for business leaders.
* Founders of Constellation Executive Network, a membership organization for digital leaders seeking to learn from market leaders and fast followers.