



JOB DESCRIPTION
RESEARCHER

16th April 2021

Role: Researcher

Location: Working from home while Covid restrictions apply, then working flexibly from a Central London co-working space

Contract: Permanent, full-time

Preferred start date: June 2021

Deadline for application: 3 May 2021

Summary

This is a great opportunity for a candidate who is data literate and intellectually curious to join a thriving digital scale-up. Preferably, you will have at least one year of experience in a quantitative research role; however, recent graduates who can demonstrate familiarity with quantitative analysis during their degree are encouraged to apply. You will also have an interest in the public sector and current affairs. You will join a small, growing company with ambitious expansion plans and plenty of scope for career development as we evolve. The role offers a competitive basic salary in Year 1 with the prospect of annual salary reviews and either a performance-related bonus or equity incentives from Year 2 for high performers.

Company

Tussell fills the gap for useful and reliable information on UK public procurement, a crucial market that accounts for more than 10% of UK GDP. Post Covid and Brexit, public contracts and investment have never been more important to promoting an equitable national economic recovery.

We want to make the UK the easiest place in the world for companies to do business with government – through better insight. Our product is a subscription-based online market intelligence service. It works by collating open data on contracts and expenditure from hundreds of public sector sources and transforming it into decision-ready data, primarily for business development professionals. Our clients range from brand-name multinationals through to small companies and an increasing number of public bodies.

The company is founder-led and investor-backed. Spurred on by the growth of public contracting as the state expands, we saw record revenue growth in 2020. Unusually for a company of our size, we enjoy a high profile in the press: in 2020 our data was cited more than 150 times in the mainstream media as the market's trusted data source – underlining the relevance and interest in our dataset. Your job will be to take this solid foundation and grow our reputation even further.

Role

Now, following a period of significant expansion in Tussell's business, despite the pandemic, we are looking for an experienced **Researcher**:

- **Goal:** To produce market-leading insight on the UK government, specifically in relation to public sector procurement and spending.
- **Responsibilities:** Producing quantitative research to support the production of major reports, event presentations and other marketing-related collateral.
- **Success measures:** To produce regular data-led reporting in a timely fashion to support Tussell's Press & Research Lead, while demonstrating an ongoing awareness of government and current affairs.
- **Outcome:** To raise awareness of and trust in Tussell in the market without ever jeopardising our reputation for data quality, reliability and impartiality.

Day to day tasks

You will report into Tussell's Head of Marketing, working closely with a newly appointed Press & Research Lead. Your day-to-day tasks will include:

1. Producing quantitative research on public sector contracts and spending to support marketing activity.
2. Ad-hoc research to support press enquiries and other fast turnaround requests.
3. Using data visualisation to present findings in the most compelling way possible.
4. Contributing to new research ideas, alongside the wider marketing team.
5. You may occasionally be asked to take on bespoke research on behalf of paying clients or sales prospects.

Our ideal candidate

You will enjoy the challenge of bringing data to life and applying critical thinking to properly frame the story behind the data. You will be highly engaged with current affairs, thinking about how daily events in the public sector can enhance the narrative within your research.

You will embrace the pressure that comes with having your research cited in the UK's leading press outlets – however, this will occasionally mean turning work around extremely quickly, in a role that will otherwise have well defined, pre-agreed deadlines.

In order to excel in the role, you will need to have a keen eye for detail, ensuring the data presented is accurate and properly described. You will also need to be open to continual feedback, seeking to enhance your work through peer review and self-reflection. The ideal candidate will also enjoy creating their own ideas for research, as well as producing reports defined by others.

Experience

Essential:

- At least one year of experience in a data-led research role, or evidence of quantitative analysis during degree.
- Evidence of data literacy and competent knowledge of Excel.
- Excellent numeracy skills, with high attention to detail.
- Experience with data visualisation software, e.g., Tableau, PowerBI.
- Familiarity with the UK political landscape.
- A strong academic track record.

Desirable:

- Working knowledge of SQL and Python.
- An understanding of policies, process and debates in UK public procurement.
- Experience working with or in the UK public sector.

Tussell's culture

The ability to learn fast, desire to get stuck in, and capacity to originate your own ideas soon after joining are part of Tussell's culture. Here are a few other qualities we value. You will:

- Be protective of Tussell's carefully-built reputation for data quality. We're seen as a reference source – so attention to detail matters.
- Be flexible and resilient – we're a fast-paced start-up and sometimes you will need the ability to stay calm under pressure/urgency.
- Seek constructive feedback – nobody's perfect, but it's good to learn from mistakes.
- Have a sense of accountability – if you told someone you're going to do it, do it. But don't be afraid to ask for help when you need it.
- Be empathic, easy-going and enjoy working in a team – we're a small, tight-knit team where everybody's contribution matters, and we help each other.

Compensation

Starting salary of up to £25,000 per annum depending on experience and skills. An annual salary review based on individual and team performance. Potential from Year 2 for inclusion in a bonus or option scheme for proven high performers.

Most of Tussell's management positions are occupied by people who previously joined at this level or earlier and have been promoted on account of their cultural fit and tangible impact. Scope for career development within Tussell could include more seniority, building and managing a team, or transitioning into a different function such as business development, product management, operations or strategy.

You can expect to work in an agile and respectful company where your contribution will be recognised. You will be supported and encouraged in your personal and professional growth, and you will be allowed to do your best work with autonomy and purpose.

How to apply

Submit your CV with a covering letter making the case for your suitability for the role to careers@tussell.com with the job role in the email subject by 5th May. A cover letter is essential and generic ones will be ignored. We're more interested in understanding why you're excited about this particular role and what you could bring to the company than in a list of your past accomplishments.

Application process

The interview process will be as follows:

- An initial interview with Tussell's Head of Marketing.
- Follow-up Zoom interviews with 2-3 members of our team.
- A potential short practical assignment to test your data-literacy.
- Reference checks.