**Director/ Vice President Qualitative Market Research**Ideal candidate will be experienced in all aspects of qualitative market research, including moderating and report writing with a book of business to bring to Arch Road. This is a remote position, and location in the continental US required.

**Responsibilities**

* Drive business development activities with assigned/ or your book of business. Key experience or specialization in pharma/ biotech and/or Technology is desirable
* This is a seller/doer position, whereby you would sell then lead the project, including discussion guide development, moderation, report writing and presentation
* Ability to achieve a minimum of $500k-$1m in new business in year one desired

**Qualifications**

* Advanced degree in any discipline desired, with a concentration in marketing research or marketing preferred, and a strong academic record of analytic work. Bachelor’s degree required
* 5-10 years qualitative market research experience in the bio-pharmaceutical industry or tech industry with experience in a doer-seller role;
* Demonstrated skills in a market research environment with an advanced knowledge of qualitative market research techniques and industry practices;
* Fluent understanding of the overall qualitative research process including logistics, design, execution and implications;
* Proven contributor in the development and implementation of new qualitative approaches and structures;
* Ability to write compelling proposals
* Demonstrated strength in the creation of customized discussion guides;
* Significant moderation experience with healthcare practitioners, patients and related decision-makers (for the pharma side)
* Experience synthesizing research findings, determining relevant implications and presenting results;
* Contributions developing qualitative research skills and capabilities in others
* Comfort in using behavioral economics approaches

**In Addition, We Seek Individuals With The Following**

* Excellent written and verbal communication skills;
* Self-motivation;
* Leadership experience;
* Personal initiative.
* Detail orientation;
* Analytic problem solving skills;
* Organization & planning skills;
* Strong work ethic;

Arch Road is an innovative agency with a focus on brands that desire to put customers at the center of their strategy. Our approaches blend data science with cutting-edge behavioral-based insights.

Fluency in English is required. Candidates must possess work authorization for their intended country of employment. Please forward your resume if you are interested in behing considered for a role at Arch Road. We are an Equal Opportunity Employer.  
**NO AGENCY CALLS, PLEASE.**

**Please send a cover letter and resume to info to** [**bellamarie@arch-road.com**](mailto:bellamarie@arch-road.com)**. We look forward to hearing from you.**