

Vice President, Research

MQO Research is one of Atlantic Canada's largest and most respected research firms with offices in St. John's, Halifax, Moncton, and Charlottetown. As a leading Atlantic Canadian market insights company and part of Group m5, MQO understands how market research can be a powerful tool when used to inform business and organizational strategies and decision-making. Whether this involves gaining insights into the perspectives of employees, customers or communities, MQO strives to bring clarity and purpose to every story. This is accomplished by utilizing their team's broader research experiences and skills to understand the meaning and implications behind the information they gather. As a Gold Seal member of the Marketing Research and Intelligence Association, MQO is committed to conducting research engagements to the highest industry standards in Canada.

Based in downtown Halifax, N.S. and reporting to the President of MQO Research, the **Vice President, Research** will oversee the research services offered by the firm and grow new and established client accounts in the Maritime Provinces. The Vice President, Research will oversee and conduct research projects to ensure clients are served using the highest standards of methodology and design, conducting qualitative and quantitative research projects from questionnaire design to presentation. A proven relationship builder and entrepreneurial thinker, the Vice President, Research will conduct business development in the NS/NB/PEI market and actively contribute to a revenue and profit margin target. This results-oriented and inspiring leader will manage and mentor research staff in both the St. John's and Halifax offices.

As the ideal candidate, you are an experienced research manager with several years' progressive experience in market research, either on the supplier or client side. You have an in-depth understanding of quantitative and qualitative research methodologies, with experience in design through to report presentation. As a proven leader of people and a results-oriented, entrepreneurial thinker, you have demonstrated success in new business development, relationship management and proposal preparation for potential clients. You have superior communication skills with a keen ability to take the multi-message complexity of research and redefine it into solid answers for clients. You love relationship building and your collaborative nature translates to you working well with cross functional teams. You are dedicated to meeting MQO's high standards of quality research engagements with an unwavering focus on service excellence for clients. As the ideal candidate, you have an undergraduate degree from a relevant discipline. A masters degree and/or marketing experience would be considered an asset.

If you're interested in the opportunity to work with an organization known for innovation, strategy, precision, expertise, initiative and insight, contact Shauna Quinlan or Kevin Stoddart at 902-425-2148, or submit your application online at: www.kbrs.ca/Careers/12105.

As part of Group m5, MQO Research is at the forefront of marketing research in Atlantic Canada. This is a permanent, full-time position which will be located at our Halifax office and comes with a competitive salary, excellent benefits package, opportunities for professional development, summer hours and a health and fitness account. MQO Research is an equal opportunity employer. www.mqoresearch.com