Head of Research and Advisory

Asia House is an independent think tank and advisory service. We work with companies and governments in Asia, the Middle East and Europe, facilitating high-level dialogue, providing business and market intelligence, and driving commercial outcomes.

Asia House Research and Advisory services produce original research and provide consultancy to help organisations understand business-critical issues. Asia House Research and Advisory seeks to:

- Help decisionmakers understand the obstacles and the opportunities around trade and investment.
- Facilitate solutions, policies and practices that promote sustainable trade and investment.
- Offer new, concise and evidence-based insights on global developments.

Role description:

An opportunity has arisen for an ambitious and experienced professional to lead the Asia House Research and Advisory team. Working with the Director of Research, the successful candidate will deliver a range of bespoke services to high-profile multinational companies and government entities and contribute content through the think-tank activities of the institution. The successful candidate will be actively involved in generating new business and raising the profile of the Research and Advisory services of Asia House. This is a hands-on role for an individual with excellent writing and communications skills, as well as knowledge of the business and policy environment in Asia, corporate and public affairs, global politics, and macroeconomics.

Main responsibilities:

- Develop original, engaging and relevant content – in collaboration with the Director of Research - aligned to the interests of clients. This may be market and business intelligence; research reports; private briefings; and/or publications.
- Produce written research commissioned by clients.
- Manage the London-based research team and in-region associates on a day-to-day basis.
- Support the programming of Asia House, which serves the core business membership and is the key platform for engagement with governments, businesses and other stakeholders.
- Edit and proof copy produced by the team to ensure it meets the highest standards.
- Deliver advice to clients directly, in verbal or written form, as required and as per service agreements.
- Provide government relations/public affairs, thought leadership and strategic insights-led consultancy services to major multinational business organisations.
Asia House is an independent think tank and advisory service. We drive commercial, political and economic engagement between Asia, the Middle East and Europe.

- Identify commercial opportunities with multinational companies and government entities, producing creative and compelling written proposals.
- Work with senior colleagues to source and win new business from corporate members and prospective clients.
- Represent Asia House externally at events and networking opportunities.

The ideal candidate must have:

- A minimum of 8+ years proven experience in an Asia-focused research and advisory role.
- A deep understanding of the international trade and investment environment, technology and sustainability, and knowledge of critical business and policy issues in Asia.
- Excellent writing and editing skills.
- The ability to project manage various workstreams.

The ideal candidate should also:

- Be a consummate communicator and networker, able to articulate complex matters clearly to a senior audience.
- Feel comfortable dealing with large blue-chip organisations at senior levels.
- Have had some experience and success in developing and delivering new business.
- Enjoy working in a dynamic and fast-paced environment with relative autonomy.

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<thead>
<tr>
<th>Contract Type:</th>
<th>Full-Time, Permanent</th>
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<tr>
<td>Reports to:</td>
<td>CEO with dotted line to Director of Research</td>
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<tr>
<td>Reports:</td>
<td>Research Associates</td>
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<tr>
<td>Purpose:</td>
<td>Ongoing development of the Asia House Research and Advisory offering, including content generation, delivery of services, advising clients, project management and new business development</td>
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<td>Salary / package:</td>
<td>Competitive, commensurate with experience.</td>
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<td>Location:</td>
<td>London</td>
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Applicants should send a cover letter, CV and salary expectations to recruitment@asiahouse.co.uk by Sunday 12 June.