

Associate Director

Who is Nature

We're an independent strategic insights consultancy. In other words, we provide guidance and advice to a diverse range of businesses, which is grounded in consumer evidence.

At its core, we help our clients grow, unlock their competitive advantage and make important decisions with confidence. Our work helps our clients build great brands, launch & optimise products and services, and deliver exceptional experiences.

At Nature, we make a point of staying true to the values that built our business and reputation. We encourage all our people to have an owner's mindset, to keep on growing and to be dependably candid to solve our collective challenges and find our best ideas together.

As a Certified B Corp, we are part of the global movement to innovate economic and operational systems to have a positive impact on society, the community, our planet, clients and our team. B stands for 'benefit for all' – our certification is at the heart of our mission and our work.

In simple words, the nature of Nature is that we are genuinely into what we do and want to make sure we always show up, together, to do work that matters. To our clients. Our people. Our communities.

The Opportunity

As someone with 6-8 years of experience in the quantitative insights industry, you have settled into your craft as a curious and technically confident insights consultant. This opportunity is for a budding people leader, who will be responsible for managing and developing 1-2 consultants.

The opportunity to continue learning and developing is huge as you will be working with experienced consultants and analysts at Nature and with many of Australia's favourite brands that we work with as well. You will also enjoy access to Nature's rich and varied always on Learning and Development program we call Nurture.

With a clear and supportive team structure around you, you'll be growing in your insights craft - owning projects end to end and managing your team's delivery. You will also be owning client relationships and play a core role in business development.

There will also be plenty of interesting and meaningful opportunities to work on B Corp and cultural initiatives.

If this sounds like you, we'd love you to read on!

Certified



Corporation

Nature Pty Ltd

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What we are looking for

- You have graduated with a relevant degree and a breadth of experience in helping brands identify and understand the white space opportunities.
- You have evidence of work you have been doing in the insights industry and likely have experience managing people too.
- You are a proven problem solver and project manager with a real curiosity to understand the nature of how people think, feel and act in relation to life as a consumer.
- Someone with strong commercial acumen who knows how to build and manage trusting client relationships.
- A deep understanding across evidence-based methodologies - and able to explain these to internal and client stakeholders.
- We use Q as our analysis software platform. You may be skilled in this already but more importantly you know how to find the story in the data.

Role Summary

Reporting to your Manager you will:

- Lead a top-performing team and help them grow both their people skills and technical capabilities.
- Smash it at client relationships. Build great relationships with clients and grow new and existing client accounts.
- Bring gold standard thinking to briefs, designing studies that clearly deliver on client objectives.
- Deliver presentations and pitches with impact.
- Deliver reports that provide clients with advice and guidance on their challenges - and instil and build these skills in their people too.
- Be responsible for hitting GM targets.
- Adhere to and maintain up to date knowledge of the Code of Professional Behaviour and ISO 20252 standards and team training on these codes where required.

As someone who feels aligned to our values at Nature you will:

- You will have an **owner's mindset** in our team because Nature belongs to us all.
- When we all have an open mind, we all **keep on growing**.
- Ensure a collegial and collaborative way of working so we **solve it together**.
- **Show up** for yourself and your team by bringing your full self to work.
- Find the courage to **be dependably candid** to solve challenges together.

If you want to find out more about us and what it's like to work at Nature, check out our website [here](#) or visit us on LinkedIn [here](#) or on our Instagram [here](#).

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