

Senior Analyst, Water Technologies

Lux Research, Inc.

Boston, MA

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Lux Research is aggressively seeking a Senior Analyst to launch and lead an advisory service on water technologies, building on our existing research and consulting projects in this field. Lux Research Senior Analysts advise corporate leaders and investment managers on emerging technologies. They think, write, and speak about how emerging technologies will impact business, finance, and society. Our Senior Analysts conduct research through briefings and site visits with executives at cutting-edge companies; they deliver their findings through written briefings, one-to-one interactions with clients, and client-specific projects.

Responsibilities:

- Meet frequently with leaders at growth companies as well as large corporations to understand and critique their strategies, technologies, products, and execution.
- Consult with clients to apply Lux Research's findings to their company-, product-, and industry-specific issues.
- Lead the development of written research reports, collaborating intensely with peers.
- Help develop and manage a rapidly-growing, geographically dispersed team of analysts and researchers.
- Work with sales team to identify, close, and renew retainer-based client relationships with Fortune 1,000 corporations, forward-thinking investment firms, innovative start-ups, and government institutions.
- Establish a presence as an influential speaker and thinker at conferences, among public sector institutions and industry associations, and in the press.
- Lead the development and launch of new client service offerings.

Requirements:

- Five or more years' experience in water technologies in industrial R&D, product management, marketing, and/or consulting roles. Successful candidates typically join us either from a previous professional services position (consulting, equity research, etc.) or from an industrial technology management position (director of R&D or product development).
- Demonstrated experience in making critical business recommendations about emerging technologies.
- A track record of driving business change by presenting complex ideas, distilled into simple and provocative concepts, to C-level executives.
- Experience with leading teams and projects to deliver results under pressure.
- Deep intellectual curiosity about the impact of emerging technology on organizations of all kinds; a creative view of markets and technologies.
- Solid business instincts and a practical understanding of what makes businesses tick.
- Superior writing, listening, and presentation skills. Ability to speak articulately and think on your feet. A good sense of humor is a key asset.
- A strong record of academic achievement; Ph.D., MBA, or other Master's degree is a big plus.
- Strong analytical skills, both qualitative and quantitative; ability to forecast trends and to develop and test research hypotheses.
- Demonstrated ability to cultivate a network of valuable contacts.
- Eagerness to work in a fast-paced, rapidly evolving, entrepreneurial environment
- Ability to travel 25% to 50% of the time.
- Authorization to work in the U.S.