

Always dreamed of being an Account Architect?

Don't wait any longer and apply now! Haystack is looking for YOU!

SAY YES IF YOU WANT TO BE THE EVANGELIST OF HYBRID RESEARCH

Our Account Architect drive business opportunities using their extensive knowledge of the industry and in-depth quantitative and qualitative research experience, focussing on managing key clients, delighting them with sound insights and providing innovative solutions. They are 'go-getters', transforming clients into strategic accounts and developing new business through strategic advising.

- You make our services & initiatives shine! Through sales/marketing, proposal writing and leading team pitches, you are the ambassador of our story
- You build and develop strong relationships with clients, becoming their insights partner by using your extensive experience in research
- You love to translate strategic client needs and challenges into the most effective research design that Haystack can offer, you go beyond the research question and are able to unfold the business challenges
- You seek outside opportunities to drive new business with existing and new clients valuing our cross-solution approach
- You are responsible for the entire research process for the client to ensure project success in commercial approach, quality, research methodologies, time and budget
- You contribute to the business at a high level, your input will be vital in maintaining the success of Haystack. You continually look outside the square of Haystack's current offering and brings new thinking & initiatives to the team/company'
- You live and advances Haystack thinking, pushing the boundaries of what we do and how we can evolve it to make it even better and more relevant
- You develop your team's capabilities and skills through coaching and a positive & supportive approach
- You actively contribute to the overall company financial targets

SAY YES IF YOU FEEL YOU ARE THE ONE

- Your personal hashtags are #strategy, #assertive #consultative & #empathic
- You have a well-rounded understanding of the market research industry with strong connections
- You have a natural ability for storytelling and generating ideas
- Your verbal and written communication skills will impress us
- You are a pro-active and enthusiastic team player with an open mind but analytical spirit
- You demonstrate a 'make it happen' attitude
- You are flexible in collaborations, projects...and hours
- You have 8+ years' experience in research, preferably on agency side.
- You have a university degree (preferably in psychology, anthropology, sociology, economics or similar)
- You speak and write English fluently. Dutch or French is an asset

SAY YES IF OUR OFFER CAN DELIGHT YOU

We are investing as much in people as in innovations. We create an environment that offers opportunities to develop and where you feel part of a great, dynamic and passionate team of colleagues and experts. Join a fresh eyed company where ownership and autonomy are encouraged.

- Challenging projects for an international client base seeking added value
- Customized training plans and exciting career opportunities
- A very nice and inspiring office; and top-notch sensory lab in the green suburbs near Leuven
- A competitive salary on top of a set of extra-legal advantages

SAY YES IF YOU WANT TO JOIN AN 'AMAZING PLACE TO WORK'

Evidence-based consulting for better & smarter decisions, powered by senses.

Haystack Consulting, founded in 1974, helps global brands make better and smarter decisions to drive business growth. Our team of needlefinders delivers actionable insights with deep perspective. Our "whatever it takes" approach, rooted in consumer understanding, allows us to craft bespoke research solutions. Using an array of scalable, best-in-class & innovative methodologies, we provide research & consulting solutions that help you make better & smarter decisions and create impact in your organization.

We don't just ask what is, but explore what could be:

- **Explore and innovate** - Combining entrepreneurial agility with commercial rigour to create winning innovations in products, services and packaging.
- **Brand Strategy** - Helping to shape a distinct and long-term future of your brand, from market and category understanding to inception and communication.
- **Shopper behaviour & retail strategy** - Providing intuitive shopper insights that deliver a more engaging shopper experience.
- **Stakeholder activation** - Ranging from co-creation and collaboration with internal and external stakeholders to realizing the full potential of insights across the business.

"At Haystack, we empower people, brands and ideas to reach their full potential"

Website: www.haystack-consulting.com

Industry: Market Research

Company Size: 50-100 employees

Headquarters: Heverlee, Belgium

Locations: Amsterdam (the Netherlands), Antwerp (Belgium), New York (United States of America)

Founded: 1974

4 TIMES YES?

Now that your heart is beating faster and you can't wait to tell your friends about the above... Stop, breathe in and send your application letter and resumé (CV) to joinus@haystack-consulting.com

We look forward to hearing from you!