

Job posting (two positions)

Senior Associates – Slover Linett Strategies Inc.

ABOUT US

Slover Linett Strategies is a Chicago-based audience research firm for cultural and educational organizations. We help museums, orchestras, universities and other mission-driven enterprises across the country take a fresh look at their relationship with their constituents—current and potential—through qualitative and quantitative research. We also help their staffs and boards turn that insight into action through facilitated planning or visioning processes designed to articulate clear, compelling principles for identity and growth. Founded in 1997, we are a small, intellectually creative consultancy that has developed long-term relationships with leading local and national nonprofit institutions. Our Chicago clients include the University of Chicago, the Art Institute, the Chicago Symphony Orchestra, and Chicago Public Radio (WBEZ). Ongoing national engagements include the Smithsonian Institution, the Cleveland Museum of Natural History, and the Philadelphia Orchestra.

JOB DESCRIPTION

The Senior Associate is responsible for managing and helping develop the business within a given sector. We currently are looking to hire **two Senior Associates**: one to manage and grow our **museum** business and one to manage and grow our **education** business.

Reporting to Managing Partner, Cheryl Slover-Linett, the Senior Associates will direct qualitative and quantitative audience research projects as well as occasional strategy consulting projects. Our research studies are sometimes part of a larger, multi-mode research effort designed to inform strategic change and sometimes part of a single-mode, ongoing program to track audience trends and changes over time. Each project is staffed with a Senior Associate and at least one Research Analyst, with Partners involved in proportion to the needs of the project. The Senior Associate is responsible for identifying the client's organizational and research objectives for the project, then directing the team in the design and implementation of research activities to meet those objectives. Furthermore, the Senior Associate guides the interpretation of the research findings in support of client research objectives and is lead author of the conclusions and recommendations section of our research reports.

Specific responsibilities include:

- designing research projects (defining objectives, prioritizing research questions, guiding development of the qualitative or quantitative protocols, sampling/recruiting methodology);

- managing the analysts as they oversee the fieldwork and analyze data;
- editing and guiding the creation of research reports in both presentation and narrative text formats;
- interpreting research findings and turning research results into implications and recommendations, within the context of the sector.

The Senior Associate will work closely with the firm's partners in areas such as:

- guiding the strategic direction of the firm;
- presenting at conferences;
- developing new business and partnerships;
- marketing the firm.

The Senior Associate will lead client meetings as appropriate and will travel regularly for client meetings and conferences.

QUALIFICATIONS

This needle-in-a-haystack candidate will have experience in two broad areas:

1. By sector: museums or higher education
2. By function: audience research, marketing research or evaluation

The ideal candidate will be a smart, energetic, and positive-spirited person with excellent research, team management and presentation skills. **A Masters degree and at least 8 years of work experience is strongly preferred.** S/he will also:

- use research extensively for decision-making and/or manage research professionals;
- have a strong interest in helping build our business, through new business development, creating new products, and developing partnerships;
- take an entrepreneurial approach and relish new challenges;
- be able to maintain a big-picture view of each project and draw insights and implications from the research findings;
- be experienced at presenting research findings to clients and at conferences;
- have excellent communication skills, both oral and written;
- be highly proficient with Microsoft Word, Excel and PowerPoint and have familiarity with a statistical package such as SPSS or Stata;
- enjoy managing others in a team environment;
- have a strong client service commitment;
- be extremely well organized;
- enjoy the casual, creative atmosphere of this small business.

COMPENSATION

Salary will be commensurate with experience. We offer excellent benefits. These will be a full-time positions.

TO APPLY

Please e-mail a brief cover note and resume to Cheryl Slover-Linett at cheryl@sloverlinett.com. We are not looking for writing or report samples at this time. Please, no phone calls. We look forward to hearing from you.