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Job description: Senior Market Analyst

Pay: Competitive
Location: Central London (EC2) with travel
Start date: Immediate

About Oxbow Partners

We are a fast growing management consulting firm serving exclusively the insurance industry. We advise on strategy, operations and digital transformation.

One of our core offerings is a market intelligence product. We are building a market-leading research team and delivering insights to the senior teams of UK clients on both a scheduled and ad hoc basis. Our strategy is to make this a material part of our revenue over the next 2 years.

The product is underpinned by our existing thought leadership. We publish an annual report called the InsurTech Impact 25 and write extensively on our popular blog. We regularly provide comment for the press (including Radio 4 and the FT) and speak at investment banking conferences.

The firm was set up in 2015 by a group of people who were frustrated with the traditional consulting model. We wanted to build an entrepreneurial, non-political and non-hierarchical firm that would have greater impact with our clients.

We are proud that our first project was to build a new division for Munich Re, now called Digital Partners. Many of the leading European insurers and reinsurers are clients, as well as 'challengers'.

Our values and culture

Our values guide everything we do and the way we behave at Oxbow Partners:
- Strive to be the best, but humble enough to recognise there's always much to learn
- Be hard on facts, even when it means giving tough messages…
- …but soft on people
- Imperfect impact trumps perfect analysis
- Build the brand, and the business will build itself

We work hard but work-life balance is important to us.

We are obsessed with empowering our staff. All employees are strongly encouraged to network extensively in the market and to pitch opportunities for the business that they can then lead. We invest heavily in our employees' careers.

The role

The Senior Market Analyst will be responsible for driving the development of the product.

Responsibilities will include, but not be limited to:

Product development	○ Identify opportunities to enhance the existing product (e.g. new data input sources, new output media)
Delivery	○ Present outputs to clients
	○ Oversee technical enhancement and delivery of the product
Business development	○ Build client relationships
	○ Sell the product to more clients

Candidate requirements

○ At least a 2:1 from a top-tier university
○ Prior experience with a research product, possibly at an investment bank (equity research), research organisation, or consulting firm
○ Deep quantitative and qualitative analytical skills
○ Established or emerging thought leader in the insurance industry
○ Strong communication and presentation skills
○ Strong personal and professional motivation
○ Friendly demeanour and sense of humour to fit into a small team

The insurance industry

○ Everyone needs insurance, but nobody cares about it. This poses interesting challenges around distribution and product development. With the explosion of digital in our lives, insurers are innovating like never before.
○ Insurance is hugely complicated. Insurers are selling protection against a possible future adverse event, so they don't know what the cost of the product is until after they've sold it – sometimes many years after they sold it. They must be outstanding in their use of data.
○ Insurance is extremely diverse. At one end of the spectrum there is insurance for offshore oil rigs; at the other end there is motor insurance or personal life insurance. Insurers now need to work out how to provide cover against emerging trends like autonomous vehicles or 3D printing. We work across all of these topics.

How to apply

Please email careers@oxbowpartners.com with your CV and a covering email to hear more.