

US Job Description: Principal Industry Analyst and Relationship Manager

This is a senior position in the US branch of a small, staff owned UK-based industry analyst and consulting firm. It requires a broad range of skills for a real self-starter who needs minimal supervision and has deep expertise in MES/MOM, PLM, SCM or related technologies.

Job responsibilities

- Cultivating and managing Cambashi's relationships with several large global IT solution provider companies, including understanding their strategies and commenting on them in public forums.
- Selling Cambashi services to generate revenue and profit from a number of named accounts and by responding to sales enquiries by offering services or designing custom projects that provide them with analysis that enables them to make informed decisions. Carry a sales target for named accounts and responsibility to develop a number of new accounts.
- Collaborate with US and UK team members to project manage and deliver projects, both that you sell and that others sell. Projects may involve telephone interviews, on-line surveys, writing papers, developing presentations or sales collateral, evaluating market opportunities, analyzing data, presenting materials to clients or to their customers, training customer-facing sales teams on industry issues, updating training materials, and advising client marketing and sales teams and executives on pathways for their success.
- Represent Cambashi at industry events, initially in conjunction with other Cambashi analysts and consultants, but then independently.
- Follow two or more industry, technology or business topics to help educate internal staff and be a public spokesperson for Cambashi on those topics in the press, at industry events, and to clients.
- Write articles and other materials that support Cambashi's thought leadership and provide fodder for our PR efforts, as well as raising brand awareness for Cambashi.
- Assist management in developing sound strategies, tactics, plans, processes, and systems for Cambashi's growth and success in the market.

Candidate Qualifications: Please see the main [Careers](#) page for requirements.

Package and Benefits

Salary depends on experience and capabilities. Opportunity to join the staff shareholders. Good benefits and preference for someone who can and will work from a home office.

To apply send resume and contact details to:

Julie Fraser, julie.fraser@cambashi.com; 508-362-3480 fax 508-362-4162