



# KCI (Ketchum Canada Inc.)

## Research Analyst

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For over 25 years KCI has been a leader in helping non-profit organizations reach new heights and achieve their goals. We are proud to have served and supported more than 800 organizations across Canada in all areas of the non-profit sector. Whether an organization's needs are for short-term strategic guidance or long-term counsel, for a specialized project or for a full-time campaign, KCI's team of consultants provides expert guidance and customized solutions.

We serve our clients through a wide variety of services ranging from strategic planning and team building, revenue generation strategies and special fundraising campaigns, research services, strategic positioning including communication strategies and plans and case development, program and organizational reviews, staff and volunteer training, executive search and coaching. We understand what it takes to achieve breakthrough results in a highly competitive philanthropic place and can provide insights into trends in philanthropy.

At KCI, our people are our most valuable resource. We hire the best and brightest, provide them with ongoing training and support, and give them the opportunity to work with a range of clients in different regions and charitable sectors across the country. We strive to foster a collaborative culture of professional and personal growth, and to recognize, value, and develop the individual skills and contributions of each of our team members.

### THE OPPORTUNITY

The KCI Research Services Department is regarded as one of the best in North America. Our research consultants provide clients with strategic counsel and analytical research on key donors, fundraising methodologies, giving trends, and other specific information relating to fundraising and philanthropy across Canada.

We are currently recruiting a **Research Analyst** to join our Research Services team. This is an exceptional opportunity to work with a national consulting firm, and to work with a team of exceptional professionals who are committed to the not-for-profit sector. Reporting to the Senior Vice President responsible for our specialty services, and working in partnership with the Research Services team and other KCI colleagues, the Research Analyst will provide strategic and value-added research to both clients and KCI consultants.

## IDEAL CANDIDATE PROFILE

A confident and creative professional, the ideal candidate will be a results-focused analyst with a passion for research and an ability to bring it to the next level. The Research Analyst will merge traditional research practices with newer methodologies and data management concepts. Innovative and entrepreneurial, the successful candidate will see answers in data, and see data and information as power.

An excellent verbal communicator and strong writer, the Research Analyst will effectively translate complex data and research knowledge to allow others to understand the information and apply it effectively in their organizations. Focused on better meeting client needs, the successful candidate will bring new ideas to the table and will assist with research product and service development. The ideal candidate will also assist in the creation of compelling and effective marketing proposals, and will educate other consultants as to how KCI's research expertise can benefit and help client organizations.

An enthusiastic and engaging individual, the Research Analyst will value input from others, and be an appreciative listener to collegial conversations. Motivated, flexible and efficient, the Research Analyst will work well both independently and in shifting project teams. Ideally working in our Toronto office, the successful candidate will value the support, guidance and collaboration of KCI staff, consultants and senior management from across Canada. The ideal candidate will have a high degree of computer literacy; English/French bilingual capacity would be considered an asset.

## KEY RESPONSIBILITIES

The primary activities and responsibilities of the Research Analyst will include:

- Advancing KCI's knowledge base and the ongoing development of industry specific data and reference information
- Capturing value-added, accurate, strategic and timely information on individuals, foundations and corporations for KCI's databases (Raiser's Edge and InMagic)
- Conducting trends analysis, benchmarking, environmental scans and proprietary research, as well as other new and innovative projects
- Employing research, data mining and statistical analysis techniques to help clients identify, classify and understand their respective prospect pools
- Designing and executing targeted screening and analysis projects for consultants and clients, using the KCI database InMagic as a key research tool
- Designing, managing and analyzing electronic surveys for various client projects
- Working with KCI consultants and clients to provide strategic counsel on client research methodologies and approaches, tools and techniques, and prospect management systems
- Contributing to the ongoing development of knowledge management tools and techniques to support KCI's clients and our business objectives
- Developing strategic plans for additional research services, and for marketing our main database

## FOR MORE INFORMATION

To learn more about this opportunity, interested individuals are invited to contact **Jennifer Klarenbach** at [KCIresearchanalyst@kciphilanthropy.com](mailto:KCIresearchanalyst@kciphilanthropy.com).

*All inquiries will be held in strictest confidence. Candidates should ensure that CV and covering letter are received by January 6, 2010.*

