

Job Description

Company	C5i
Position Title	CPG & Retail SME / Lead
Business Vertical	RCM
Practice	Decision Intelligence Advisory
Reporting to	SVP/VP
Schedule	Full-Time
Work Location	Chicago, Dallas, New Jersey.

Overview

C5i

C5i is a pure-play AI & Analytics provider that combines the power of human perspective with AI technology to deliver trustworthy intelligence. The company drives value through a comprehensive solution set, integrating multifunctional teams that have technical and business domain expertise with a robust suite of products, solutions, and accelerators tailored for various horizontal and industry-specific use cases. At the core, C5i's focus is to deliver business impact at speed and scale by driving adoption of AI-assisted decision-making.

C5i caters to some of the world's largest enterprises, including many Fortune 500 companies. The company's clients span Technology, Media, and Telecom (TMT), Pharma & Lifesciences, CPG, Retail, Banking, and other sectors. C5i has been recognized by leading industry analysts like Gartner and Forrester for its Analytics and AI capabilities and proprietary AI-based platforms.

Global offices

United States | Canada | United Kingdom | United Arab of Emirates | India

Job Responsibilities

- **2 in a Box Client Engagement:** Partner with the Client Partner to lead and drive engagements with CPG/Retail clients to understand their business needs, challenges, and goals and provide tailored analytics solutions.
- **Thought Leadership:** Stay current with CPG/Retail industry trends, related technologies, and best practices, and contribute to thought leadership initiatives such as whitepapers, webinars, and conferences.

- **Strategic Advisory:** Provide strategic advice and insights to clients based on comprehensive data analysis and industry expertise. Hold consulting revenue targets.
- **Business Development:** Support business development efforts by identifying new opportunities, developing proposals, and participating in client pitches. Hold Leverage revenue targets.
- **Team Leadership:** Manage and mentor a team of consultants, fostering a collaborative and high-performance work environment.
- **Data Analysis:** Experience with advanced data analysis to uncover trends, patterns, and opportunities for CPG/Retail clients, especially in the Sales & Marketing functions. Familiarity with statistical modeling, machine learning, and other analytical techniques.
- **Performance Measurement:** Establish and track key performance indicators (KPIs) to measure the success of consulting projects and ensure continuous improvement.
- **Brand building:** Whitepapers, Webinars, and Presentations; Develop relationships with end consumers as advisors; Develop an ecosystem with strategic partners and analysts.

Requirements & Qualifications:

- **Education:** Bachelor's degree in Data Science, Statistics, Economics, Business Analytics, or a related field. A Master's degree or MBA is highly preferred.
- **Experience:** Minimum of 8-12 years of experience in CPG/Retail analytics consulting, with significant time spent in the CPG/ Retail industry.
- **Industry Knowledge:** Deep understanding of the CPG/Retail industry, including market dynamics, consumer behavior, and competitive strategies.
- **Analytical Expertise:** Strong analytical and problem-solving skills, with experience in statistical modeling, machine learning, and data mining techniques.
- **Leadership:** Proven ability to lead and manage consulting projects and teams.
- **Communication:** Excellent verbal and written communication skills, with the ability to convey complex data insights to non-technical stakeholders.
- **Client Management:** Strong client management skills, with a track record of building and maintaining successful client relationships pertaining to CPG/Retail industry analytics solutions.

C5i is proud to be an equal opportunity employer. We are committed to equal employment opportunity regardless of race, color, religion, sex, sexual orientation, age, marital status, disability, gender identity, etc. If you have a disability or special need that requires accommodation, please keep us informed about the same at the hiring stages for us to factor necessary accommodations.