



RegTech Associates is an independent advisory company, positioned at the core of the RegTech market. We are a young company with an experienced and knowledgeable team so there is plenty of opportunity for learning and building skills. We work closely with CEOs and Founders of start-up and scale-up technology companies to help them grow their businesses. We partner with our clients throughout the product and company lifecycle, from design through to commercial strategy and sales. We spend a lot of time with regulated firms in financial services to understand their regulatory problems and how technology can help solve them. We also collaborate with leading regulators to foster dialogue and industry collaborations across a number of regulatory issues.

We are looking for a **Research & Delivery Consultant** to join our team based in the City of London.

Our clients are primarily technology vendors at different stages of growth and we work with them on both a project and retainer basis. Our portfolio of clients is growing rapidly and we are seeking to augment our delivery capability. We pride ourselves on the high quality of our client work, which we deliver iteratively and in partnership with our clients.

This full-time role will be primarily office based but some travel may be required, depending on client needs. Your two main objectives will be to conduct research into the RegTech market and apply this research in the delivery of our client projects, ultimately leading to successful outcomes for both the company and the client. Client delivery projects vary in nature from 6 week strategy and advisory engagements to longer term strategic partnerships. You will take ownership of research and project deliverables and will work closely with both project analysts and the Head of Client Delivery to ensure we meet the needs of our clients in a timely and cost-effective manner.

Specifically you will:

- Report to the Head of Client Delivery
- Perform detailed and comprehensive RegTech market, product, competitor and strategic research to create client deliverables and research content
- Produce substantive content based on research outputs such as blog posts, articles and longer reports focused on RegTech and regulatory issues
- Create high quality client deliverables and output on an iterative basis in response to regular client feedback
- Create and develop plans for client projects, ensuring client projects and other work are completed on time and in line with client expectations and providing regular progress updates to the Head of Client Delivery



- Manage day-to-day interactions with clients, attending client meetings and calls, identifying and escalating risks and issues to the Head of Client Delivery where appropriate
- Perform the delivery work necessary for longer term client partnerships, such as use case development, content production and project management

This role will be perfect for you if you:

- Minimum 4 years of experience in a client-facing role, either external clients in a consulting role or internal clients in a different team or part of the organization
- Have excellent stakeholder management skills and are an articulate and concise communicator
- Have been working in financial services for most of your career to date, and have had some exposure to financial services regulation / compliance in one or more areas e.g. anti-financial crime, MIFID II, GDPR, CRR2
- Have experience of working with innovative technology vendors or products involving advanced technologies such as Artificial Intelligence, Machine Learning, or have big data, cloud, SAAS capabilities
- Have worked in a project or change-based environment and are used to delivering work to strict deadlines
- Have some familiarity with strategic consulting methodologies used for market sizing, competitor research and product evaluation
- Are comfortable working within a less structured environment and thrive under pressure
- Demonstrate strong analytical and critical thinking and a high level of attention to detail
- Are well organized and able to manage multiple workstreams at the same time
- Are focused on delivering high quality work that you can be proud of
- Are a well-rounded, “can do” personality and are willing to roll up your sleeves and get your hands dirty

This opportunity is ideal for a bright spark looking to make their next career move - possibly out of a large corporate into a smaller, more agile and fast-moving company with a culture that encourages change, learning and personal development. The person who fills this role will be pivotal to the growth of RegTech Associates, helping us to keep our clients happy and ensure the longevity of our client relationships.