

## **Market Analyst – Storage Media**

### **The Company**

Futuresource Consulting is a market research consulting company that provides a range of specialist intelligence reports and ongoing personal debriefs to support with business decision-making. We pride ourselves on delivering fact-based insights and market forecasts on a global scale – advising on strategic positioning, identifying key trends, analysing competitors, and underpinning major technological developments.

Futuresource is seeking a Market Analyst to join its Storage Media team, focusing on collecting and analysing trends and developments in HDD, SSD, DRAM, and flash memory. This role supports the continued growth of our industry tracking and advisory services, delivering unique insights, thought leadership, and proprietary datasets to clients.

As a Market Analyst, you will develop and refine your research and networking competencies, as you expand your knowledge and understanding of the storage media sector. Your analysis will provide actionable insights into key industry challenges, supporting a client base of the who's who within the industry, across vendors, device makers, technology companies and trade associations.

This role requires strong analytical skills, attention to detail, and clear communication, as you will work closely with internal and external stakeholders to deliver primary research-led data and qualitative insights. You must be confident in managing the collection, organisation, and synthesis of complex and fragmented data, leveraging robust research to understand the current and emerging trends; delivering strategic intelligence that informs client decision-making.

### **Responsibilities**

- Industry Engagement and Research – Build and maintain a strong network of industry connections to gather regular data and insights on the storage media sector (HDD, SSD, DRAM, flash memory).
- Data Management and Processing – Oversee and streamline the inbound flow of datasets, working closely with the data team to clean, normalize, and structure data into a comprehensive, high-quality dataset that underpins client deliverables.
- Client Delivery and Insight – Provide clients with regular data-driven insights, leveraging unique intelligence gained through industry research.
- Client Support and Advisory – Offer ongoing client support through ad-hoc enquiries, data debriefs, and trend discussions, ensuring they stay informed on the latest market movements.
- Internal Collaboration – Work closely with internal stakeholders, contributing expertise on storage media trends to support analysis and published content.
- Industry Representation and Thought Leadership – Represent Futuresource externally, working towards becoming a trusted authority in the storage media space through research, presentations, and industry engagement.

### **Skills and Requirements**

- Minimum 2 years' experience in a business insights or industry analyst role.
- A proven track record in building personal industry contact network for the purpose of primary research and /or data/knowledge exchange.
- A keen attention to detail and highly effective organisation and prioritisation skills.
- Strong quantitative skills - experience with data collection and modelling is required.
- Demonstration of excellent analytical and investigative skills
- Proficiency with MS applications - Excel, Word and PowerPoint.
- Naturally inquisitive, adaptable and self-motivated

**What we offer**

- Competitive Salary
- Pension scheme
- Life insurance
- Performance-related bonus
- Generous holiday allowance
- Chill days
- Perk box benefits
- Cycle to work scheme
- Onsite parking
- Social events
- Birthday off

Our Futuresource offices are located in St Albans; the candidate must be within commuting distance of the office. We offer a hybrid/remote working arrangement for the ideal candidate.

Futuresource Consulting offers a dynamic and collaborative work environment where you can thrive and make a significant impact on our portfolio. Join us today to shape the industry's future.