



PHENOMENAL DATA. EXPERT INSIGHT.

# Like to eat and drink? Are you a little geeky?

Have we got the job for you!



Careers at CGA

# JOIN CGA

The leading food and drink consultancy for out-of-home leisure, based in Greater Manchester

Do you have a passion for food and drink? Ever wonder what makes a marketing activation successful? Or what drives consumer drinking habits when they go out to pubs, bars and restaurants? Join our team and you'll be working with renowned global brands across the leisure industry.

## About CGA

We work with the biggest and most renowned food and drink businesses in the UK and U.S. to help them understand performance drivers as well as the consumer and market dynamics at play.

Established in 1992, CGA has grown exponentially and we continue to hire only the brightest people to deliver the excellent customer service and quality insight our customers expect.

At CGA, we use our phenomenal data and expert insight to help our clients be successful in the market we **love**. It is our vision to be the world's leading business intelligence and strategic consultancy provider for the eating and drinking out market.

## To succeed at CGA, you must be:

- **BOLD:** Brave with an opinion
- **INNOVATIVE:** Fresh and creative
- **TRUSTWORTHY:** Dependable and credible
- **EXPERT:** Knowledgeable and geeky
- **SPIRITED:** Passionate and obsessive

Do you have **BITES?** Come join the CGA family!

## The Vacancy:

### Graduate Client Manager

As a Graduate Client Manager, you will support our account management team in building and maintaining great relationships by delivering best-in-class market intelligence, information and insight to our clients. You will have the opportunity to take on significant responsibilities related to analysing CGA data to help the world's biggest out-of-home brands identify key market trends and uncover great insights that inform our clients' decision making. You will have the opportunity to interact with clients across drinks, foodservice, restaurants, and pubs in the UK and U.S.

### Responsibilities:

- Report production, database management, data extraction and interpretation
- Market trending and analysis reports delivered to clients as presentations
- Establishing and maintaining strong relationships with clients
- First-line client support for any database, reporting or answers queries

### Salary

We offer a £17-20k starting salary band, with a potential £2,000 annual bonus. In addition, our career progression is fast-tracked; graduate client managers are generally promoted within 12-18 months.

### Requirements

- 2.2 or higher at degree level with a strong analytical/thinking component
- Deadline and quality driven with high personal standards - WOW with every delivery
- Values people and cares for the team and consider the needs of all
- Inquisitive, shows initiative, enjoys learning and has a strong desire to improve
- Excellent communications skills and customer service focus



### Meet Jake, Senior Client Manager at CGA

Throughout school and college, I had a fascination with numbers. It wasn't until university where I studied Economics and Business Management that I realised how I could put this to use in the working world.

The best part of working at CGA is the industry. The food and drink industry is renowned to be one of the most exciting and interesting parts of British culture, and working with the major operators in the market allows you to witness firsthand how the market interacts and changes daily. We are at the heart of key decisions and play an important role in the eating and drinking out universe.

**From day one of working at CGA, you are given a lot of responsibility and therefore really contribute to the success of the business. This really builds your confidence from an early stage, and allows you to push yourself and progress as quickly as you want to.**

I found out the social, friendly culture of CGA really fit in with the way I like to work, so immediately applied for a permanent role after I had graduated, and have never looked back. In the three years I've been here, I've been promoted twice and am now a senior client manager.



# The Vacancy:

## Graduate Analytics Manager

Following a year of excellent growth, CGA's Advanced Analytics team is seeking a Graduate Analytics Manager to serve as the custodians of CGA's world class data, formulating and implementing data science solutions to business challenges. The role also involves creating digestible data visualisation and analysis to support the client services (CS) and information services (IS) teams and the wider business.



### Meet Fiona, Dictionary Manager

"I started at CGA five years ago, I joined the data preparation team which then consisted of just four team members; today we're a team of over 15. I love being part of such a fast growing company with a hunger to be the very best. Since starting I have worked on three of the five teams within the information services department. I have been given excellent training opportunities and gained invaluable knowledge which enabled me to be promoted to Dictionary Manager.

I'm now situated on the US team, and **it feels like the sky's the limit**. Exploring a completely new market, which has no sign of slowing down is exciting; and when you enjoy the food and drink market as much as I do there really is nothing better than working so closely with it!"



### Responsibilities:

- Produce, improve and advise on analytical techniques, supporting the client services team with advanced analytics such as data visualisation, hypothesis testing, forecasting and more
- Support the business on big question analysis from existing data sources
- Support and advise CS teams with any advanced analytics, providing recommendations and training on ways of working and methodologies
- Create efficiencies working within IS department to hone company capabilities in the Data Science field
- Data extraction and pre-processing for commercial analysis and strategic decision-making

### Salary:

£17,000 to £21,000, depending on experience, with the potential to earn bonus of up to £2,000 per year

### Requirements:

- 2.2 or higher at degree level with a strong analytical/thinking component
- Deadline and quality driven with high personal standards - WOW with every delivery
- Excellent communications and project management skills
- Inquisitive and enjoys learning and a creative problem solver
- Proactively owns the question strives to be an expert in data science and advanced analytics
- Shows initiative, innovation and a strong desire to improve own self and the business

# Benefits & Perks

- Flexible Core Hours - option to start work anytime between 8 - 10 am
- Half day summer hours for six weeks every Friday from July through August
- Minimum of 25 days holiday plus statutory
- Holiday buy-back scheme
- Casual dress code
- Opportunities to travel
- Fantastic Christmas and summer parties
- Regular social events like charity runs and bowling
- Free Bar Friday once a month
- Muffin Monday
- NEST pension scheme
- Cycle to Work scheme
- Childcare Vouchers (available until September 2018)
- Employee benefit portal offering you savings on high street stores and well-being packages
- Unlimited tea and coffee

NEST Pension scheme, Cycle to Work scheme, Childcare Vouchers, discount cards and gift vouchers towards shopping, groceries, movies, and more!





## A day in the life:

Meet Chris, Client Director



What I love most about being part of a client service team is that no day is the same - I could just as easily be spending the day meeting with clients in London as I would be working alongside my colleagues in the office. Being part of the hospitality industry means we often end up in the major city hubs in the UK, and it's great to spend time exploring new food and drink trends.

In the office, we will spend time with the research and analytical teams to keep projects moving in the right direction as well as communicating with our clients to make sure they have all of their deliverables and are fully aware of the latest market developments. There is a lot of data analysis, it's never boring - we're always looking for stories in the data to bring a narrative together and shed light on a opportunities or challenges that a client is facing.

It's important we have our fingers on the pulse, so I'm always reading about what is happening in the market, what new places are opening and trying to unearth the latest food and drink trends.



# FAQs

## How do I apply?

Email your CV and cover letter to [careers@cga.co.uk](mailto:careers@cga.co.uk) and reference the job you are applying for in the cover letter and subject box.

## What will happen after I've applied?

Once you apply, your CV will be shared with the relevant hiring managers. If your application is successful, a member of our staff will contact you to discuss your application.

## Where can I see our latest CGA job openings?

Visit [www.cga.co.uk/careers](http://www.cga.co.uk/careers) for our latest openings.

## What is the typical recruiting process and timeline?

The interview and recruitment process typically takes 2-4 weeks, and start date is dependent on the applicant's notice period.

**Step 1:** Telescreen with a knowledgeable senior member of staff

**Step 2:** Face-to-face interview, normally there will be two rounds and you may meet with more than one hiring manager

**Step 3:** Second interview with a 10-minute presentation on a topic of your choice

**Step 4:** Congratulations! You've successfully passed and we've verbally offered you the position.

**Step 5:** Formal offer sent, start date and salary details.

## Where are your offices?

We are housed within the famous Strawberry Studios (where the Smiths and 10cc bands recorded). The address is: CGA, Strawberry Studios, 1 Watson Square, Stockport, SK1 3AZ. We are a ten-minute walk from Stockport train station and offer subsidised paid parking scheme to those who drive to work.

## I can't make my interview, what should I do?

Please make every effort to make your interview. However, if you can't make it please let us know as soon as you can by calling us on 0161 476 8330 and ask to speak with your interviewer.

## What do I need to bring with me on my interview?

For your first interview, you will need to bring a copy of your CV. On your second interview, we ask you to do a ten-minute presentation on a topic of your choice, so we suggest bringing your laptop and a back-up of the presentation with you. We expect all interviewees to come on time and be dressed in professional attire.

# FAQs

## What are the company working hours?

You are expected to work a minimum of 37.5 hours per week. We also have flexible core hours, which means your work day can start anytime between 8-10am and end between 4-6pm.

## What is your company dress code?

Casual attire in the office, smart attire for client meetings.

## What training do you offer?

As part of your induction period, you will go through a three-week induction and training program so you will fully understand your job role and responsibilities. We also offer regular knowledge shares and training, and offer specialised training based on your role.

## What holidays do you offer?

Our holiday allowance is for 20 days, taken anytime throughout the year. Our offices close formally around Christmas and New Year which will account for five days of your total holiday entitlement. All employees have UK bank holidays off.

Following five years' service, you will benefit from an additional two days holiday. We also offer a holiday buyback scheme to all employees, for example full-time employees can buy up to an additional five days' holiday per annum.

## What pension do you offer?

CGA offers a NEST pension:

April 2018 - April 2019	Minimum contribution: 5% Of this, CGA will pay 2% and the employee will pay 3%
April 2019 onwards	Minimum contribution: 8% Of this, CGA will pay 3% and the employee will pay 5%

## Where can I learn more about CGA?

Visit [www.cga.co.uk](http://www.cga.co.uk)

### CGA

Office Address: Strawberry Studios,  
Watson Square, Stockport SK1 3AZ  
T: 0161 476 8330  
E: [careers@cga.co.uk](mailto:careers@cga.co.uk)  
Follow us on twitter: @CGA\_insights

