



“It’s what we love that defines us”, says Howard Schultz the legendary founder- chairman of Starbucks. For RedPill, it is our passion for customer-centricity that defines what we do.

RedPill Solutions is a Singapore-based ‘customer strategy consulting’ firm set up 6 years ago. We have built up a reputation for good quality work and client base comprising top MNCs and large local brands in the Asian telecom, banking, travel, travel and technology categories. We specialize in improving customer centricity of our client’s businesses and create tangible value from their knowledge of their customers. Our offer is unique in that we combine the strategy, marketing, and technology perspectives into one integrated offer.

We have 3 main business lines:

Strategy Consulting: we advise clients on how to adopt segment- centric strategies, build high- impact go-to-market and launch strategies, create customer experience models, innovation workshops and branding strategies.

Analytics Services: we create and implement customer- analytics services like segmentation and end-to-end customer management strategies (acquisition, portfolio and loyalty management, retention, etc.)

Mobility: we advise clients on strategies for the Web 2.0 revolution - on how to bring the power of communities & social networks into their marketing strategies

Our business has seen tremendous growth and to support our ambitious expansion plans, we are seeking to hire professionals. If you have an entrepreneurial spirit in yourself, take up challenges in everyday life, & possess a strong desire to build & nurture a small firm, then we can help you realize your dream

To support our continued expansion, we seek to hire Business Analysts/ Consultants.

Responsibilities:

- Structuring & conducting independent analysis
- Evaluating customer needs & competitor landscape through market research & business analysis
- Developing innovative ideas & products working with highly dynamic teams
- Creating & working with financial models; conducting quantitative analysis for solving business issues
- Developing & presenting recommendations to client management team
- Providing client interface, and managing relationships with client management (mid to senior) team

Requirements:

- 1-3 years of experience in banking industry (preferably in retail banking, credit cards)
- Strong numerical/ analytical & communication skills
- Proficient in using MS office - particularly Powerpoint & Excel
- Highly driven, energetic, flexible, resourceful, & pleasant personality
- Willing to work in a highly team-oriented environment