

Market Researcher for Asia and the Pacific

Who are we?

We are the University of Cambridge's presence in Singapore, Cambridge CARES. Our activities are sponsored by the National Research Foundation's CREATE programme. The team is comprised of researchers from around the world who work on new scientific advances and technologies that will benefit Singapore and the international community.

The Cambridge Centre for Alternative Finance (CCAF) is an interdisciplinary academic research institute at the University of Cambridge Judge Business School, dedicated to the study of alternative finance, which includes technology-enabled financial instruments, channels and systems that emerge outside of the traditional financial system. The CCAF is leading the establishment of a global knowledge network that accelerates the creation and transfer of knowledge relating to FinTech: the Cambridge Alternative Finance Collaboration Network (CAFCN). Earlier this year the CAFCN launched operations in sub-Saharan Africa and in the Middle East, North Africa and the Mediterranean. As a cross-sectoral and cross-regional network, the CAFCN can facilitate FinTech market development and effect evidence-based regulatory changes in economies seeking to promote the sustainable growth of FinTech industries. This programme will establish and grow the CAFCN in the Asia Pacific region (APAC).

Who are we looking for?

The role-holder will lead in the CAFCN's FinTech/alternative finance market research in the APAC region to support the enhanced understanding of existing FinTech industry. The role-holder must develop and implement a coherent, strategic research programme aligned to the goals of the CAFCN focused on alternative finance channels, instruments and systems. The role-holder will provide key datasets and insights to inform and enable the work and practice of FinTech industry, investors, and policymakers and regulators, thereby facilitating FinTech market development and effecting evidence-based regulatory change. This will support the development of an enabling market and regulatory environment, which are required to support FinTech market development and, in turn, financial inclusion and economic growth.

The role-holder will spend proportionate time 1) conducting FinTech research and 2) managing research programming and coordinating with related team members. In this capacity, the role includes managerial responsibilities relating to the administration of the research program, as well as conducting and supervising research projects and related activities (i.e. research proposals, supervision and administration of research teams).

This position will be employed by the CARES in Singapore, the hosting organisation of CAFCN in APAC, and includes frequent travel within the region.

Key responsibilities and Role Requirements

1. Research management

Undertake and publish research which advances understanding of the evolving FinTech industry, channels and instruments within the designated region by developing both a quantitative and qualitative data knowledge base. This includes:

- *Research Design* – The role holder will implement existing CCAF research and data collection methodologies, and work closely with the Principal Investigator at CCAF to ensure all research activities and programmes are in accordance with existing university standards. They will also be expected to take the lead on and contribute to the development of new or existing methodologies, research designs, etc. to ensure that any regional context or specificity is adequately included within any global or geography-specific research conducted by the Centre.
- *Research Outreach and Database* – The benchmarking program is conducted primarily through survey-based data collection. As such, the role holder will be responsible for identifying and vetting FinTech firms or other survey respondent participants and validating previous survey participants to ensure the integrity of the Outreach Database. The role holder will also manage and conduct the survey data collection within their region and surrounding jurisdictions.
- *Analysis* – Upon completion of the data collection, the role holder will work alongside the data analytics team based at CCAF to sanitise and validate the dataset. They will be expected to contribute to the analysis, presentation and visualisation of the data, wherever applicable.
- *Writing Up* – The role holder will lead in the write-up and overall management of any region-specific publications, including publication of key findings from data collection, desktop research on the industry, appropriate review of relevant academic literature, etc.

2. Partner relationship management

Publicly represent CCAF and CARES regionally for and among key FinTech industry partners and other related stakeholders including FinTech ecosystem organisations, financial regulators, government departments, universities, think tanks and development partners.

3. Stakeholder and funding development

Support the CAFCN Regional Lead, and the wider CAFCN, in the development of the CCAF and CAFCN's programmes, networks and outputs.

What skills will you need?

- A Master's degree, ideally in Finance, Economics, Statistics, Technology or a similar field.
- Experience in data collection, data sanitation and data analysis, and familiarity with the FinTech and/or financial services industries.
- Both qualitative and quantitative research design experience (proposal development, survey instrument development, sample planning, field management, testing programmed surveys,

analytic plan development, reviewing data tabulations, analysing results, developing executive summaries, presenting results, validating data use and interviews).

- Administrative IT skills including advanced Microsoft Office suite skills, particularly Excel.
- Administrative or project management experience in a similar environment.
- Strong data-analytics skills, including statistical analysis package (examples include: Stata, SPSS, SASS, MATLAB).
- Strong organisation, time management and planning skills.
- Excellent verbal and written English.
- Strong communicator.
- Strong stakeholder management skills and experience dealing with a wide range of stakeholders and partners.
- Market research experience in FinTech, especially in online capital raising (Crowdfunding, P2P lending) as well as other areas including mobile payment, cryptoasset, InsurTech, digital banking, is desirable.
- Regional understanding of FinTech markets and key stakeholders in APAC is desirable.
- Excellent verbal and written skills in other relevant languages is desirable.

What can we offer you?

- A stimulating working environment with friendly, highly motivated colleagues.
- Opportunities to develop and implement new ideas in a creative environment.
- A competitive salary in line with your skills and experience.
- A one-year contract in the first instance, extendable following a satisfactory performance.
- A comprehensive medical insurance coverage as part of your employment.

Please note this post is mainly based in the CREATE Tower at NUS University Town, Singapore.

How to apply?

Please send your CV/resume and cover letter (merged into one pdf), summarising the most relevant skills and experience that you have for the position to recruitment@cares.cam.ac.uk. Due to the anticipated large number of applications, only short-listed candidates will be contacted.