

**POSITION: Research Manager**  
**LOCATION: Dallas, Texas**  
**BUSINESS FUNCTION: Americas Research**

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### **THE ROLE**

The research manager position will direct all aspects of the local market research program, output, and staff, creating and maintaining a best in class research program that differentiates Jones Lang LaSalle and drives a competitive advantage in the marketplace through market expertise, analysis, and insight. This position will have geographic responsibility for Dallas and will work closely with professionals throughout the Jones Lang LaSalle Dallas office as well as colleagues throughout the Americas research group.

### **Key responsibilities:**

- Develop and manage the overall strategic research plan for the local market that aligns with Americas research plans and local business objectives
- Collaborate at a high level with senior market leadership to execute the research plan
- Maintain intimate and extensive knowledge of the macro and micro factors affecting the marketplace and proactively position research to leverage this knowledge for the business and for clients
- Expand and improve the research platform, program, output and staff skills
- Manage, motivate, and direct research team in the local market
- Manage and contribute to the production of all local research reports
- Develop and share best practice standards for the region and the Americas Research Group
- Develop strong relationships with internal and external clients and facilitate the use of research as a differentiator
- Work with marketing teams and business leaders to position research to contribute to the business development efforts
- Understand and manage key resources, local data vendors, and development of effective infrastructure and technology

### **Specific Responsibilities:**

- Manage the statistical and analytical program for the relevant local real estate market
- Write, edit, and manage production of all local market research reports and contributions to national reports
- Manage local research staff including hiring, goal setting, performance management, and training
- Develop white paper reports on key trends, issues affecting the markets, economy and region
- Present regularly to internal teams and clients and present compelling trend and analysis
- Analyze and report on the local and regional economy with respect to employment statistics, major company activity, industry trends, and demographic that affect the local real estate market
- Contribute to special research reports and white papers on unique market economic, or industry trends

## EXPERIENCE AND QUALIFICATIONS

- Five or more years in commercial real estate research or closely related field
- Command of local markets and business, with good understanding of macro trends and historical perspective
- High level analytical skills and problem solving ability and written and oral communication skills
- Experience managing people, workload, report productions, and programs
- Polished presentation skills and ability to credibly establish profile in the marketplace with clients and media
- Ability to effectively and professionally meet client expectations and positively represent the firm
- Ability to multi-task, succeed under pressure, and effectively manage time and workload
- Proactive and strategic thinking and ability to lead research initiatives, align research with the business, and innovate research output
- Direct client presentation and project management experience
- Command of requisite technology including Excel, PowerPoint, and Word, and database systems
- Bachelors degree in business, economics, or related field required
- Motivated and self-starting with a desire to succeed and contribute to the success of a team
- A desire to work within a diverse, collaborative, and driven professional environment