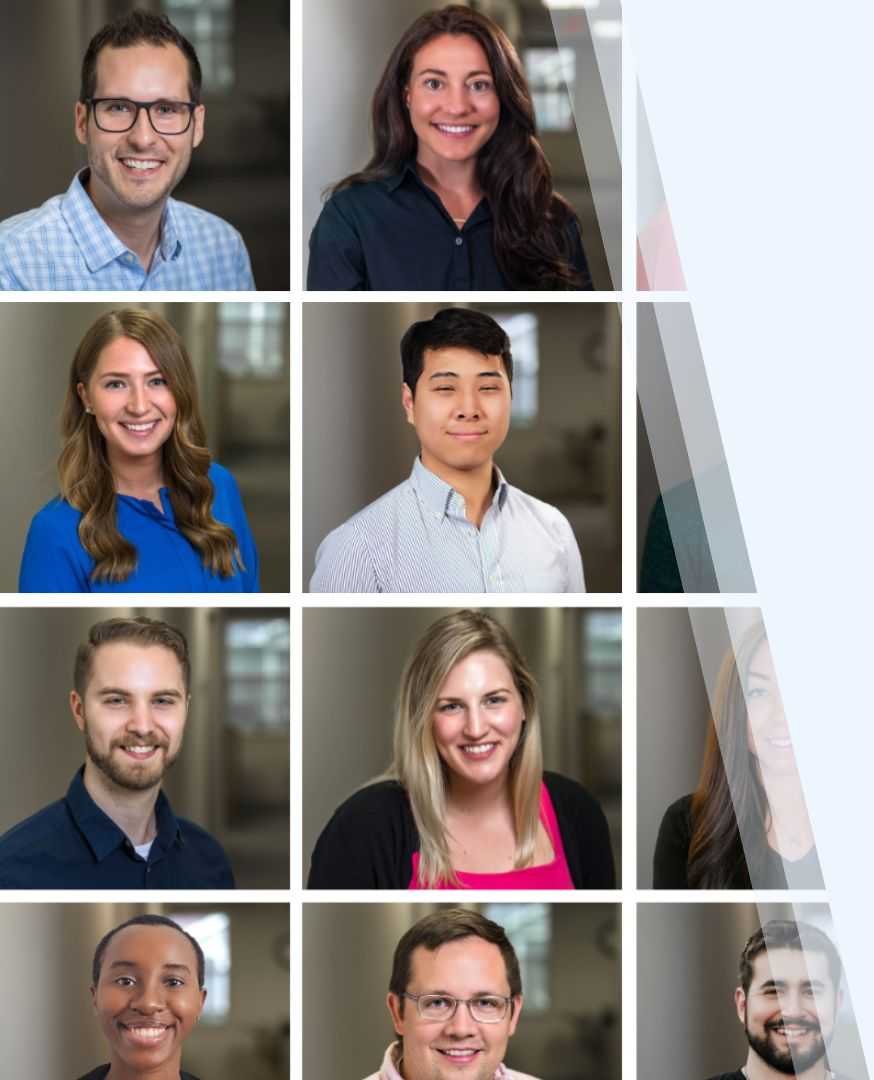
driveresearch

Research Manager

Job Description

2026

Better Data. Better Decisions. Better Strategy.



Grow, Innovate, and Thrive With Us

Join Us and Shape the Future of Market Research

We’re a global market research company looking for intrapreneurs who like to take initiative, solve problems, and make a real impact.

You will have visibility into all areas of the business and the chance to apply your strengths across client work and our brand. Whether you’re managing timelines, building processes, supporting clients, creating content, improving operations, or helping shape how we show up in the market, you will see your work matter quickly.

We built Drive Research to be a place where great work can happen without forcing a one-size-fits-all schedule. Our team has the flexibility to work where they’re most productive, whether that be at home or our Upstate New York office.

You can also expect perks that reflect trust and ownership, including extensive paid holidays, flexible time off (no formal vacation policy), competitive salary and benefits with bonus opportunities, more.

Let’s drive better decisions, together.

Job Summary & Responsibilities

Drive Research is looking for a Research Manager to joining our global market research company. You'll work directly with our team and clients, supporting end-to-end market research projects. This includes everything from designing studies and managing fieldwork to analyzing data and delivering clear, client-ready insights. You'll have your hands in everything, growing your professional skills and working to grow our firm together.

Responsibilities

- ➔ Work directly with Research Managers, Associates, and Principals on all projects.
- ➔ Aids business development on calls and meetings for key growth prospects.
- ➔ Responsible for leading proposal discussions and creation for returning clients/renewals.
- ➔ Responsible for end-to-end research execution (including vendor management), ensuring profitability and tracking progress.
- ➔ Responsible for prioritizing workload and ensuring projects adhere to internal and client timeline expectations.
- ➔ Leads/key player in client meetings (i.e., kickoffs and debriefs), is a trusted resource for all clients.
- ➔ Designs research, moderates/manages fieldwork, and writes impactful reports.
- ➔ Works as a trusted consultant with the client to act on the results.
- ➔ Acts as the final say on deliverables to the client, adding value to evolve.
- ➔ Acts as a trusted resource for all staff in research design and execution.
- ➔ Committed to relaying/sharing knowledge and training to the team.
- ➔ Encourages staff to present new methodologies and tools during weekly meetings, leading by example.
- ➔ Understands workload to seek/provide help as needed (support, sub-contractors, etc.)
- ➔ Suggests/vets new contractor and vendor partnerships to help manage growth.
- ➔ Plays a role in Drive Research marketing activities (meets blog goals, etc.)
- ➔ Mentors/works well with Research Analysts, etc.

What We Value in This Role

Minimum Position Requirements

- >5 years of market research experience.
- Bachelor degree with focus in business administration, marketing, statistics, communications or a related field to market research.
- Knowledge of Microsoft Office: PowerPoint, Excel, and Word.
- Project management, client-facing experience preferred.
- Preference for those with a quantitative background and experience with custom/build-from-scratch surveys based on client objectives.

Necessary Skills

- Highly motivated self-starter that takes ownership of projects/tasks.
- Time management skills using lists to prioritize and tackle multiple priorities.
- Detail-oriented and someone who strives for perfection.
- Analysis skills with a curiosity to dig deeper into results to provide insights.
- Commitment to continued growth and training.
- Passion for market research and someone who loves the process and the work.
- Client-first mentality centering decisions around the best interest of our clients.
- Good communicator using confidence and knowledge while being flexible (both with clients and internally).

Other Perks That Make Us a Great Place to Work

Workplace flexibility

Though based in Liverpool, NY (209 Second St., Suite 1C), Drive Research supports full remote flexibility. Work where you do your best work, because performance is measured by outcomes, not a desk. We still love in-person connection, so we plan team lunches, happy hours, volunteer events, and other gatherings.

Extensive paid holidays

We close for a long list of paid holidays, including New Year's Day, MLK Day, Presidents' Day, Memorial Day, Juneteenth, Independence Day, Labor Day, Columbus Day/Indigenous Peoples' Day, Veterans Day, Thanksgiving Day, Black Friday, and Christmas Day. It's a perk our team genuinely appreciates, and your friends might envy.

No policy for vacation or time off

There's no set PTO bank. Take the time you need, when you need it, and manage your schedule responsibly. We trust you to own your deadlines, communicate early, and keep projects moving. It's a true give-and-take relationship, where we step up when needed and recharge when we can.

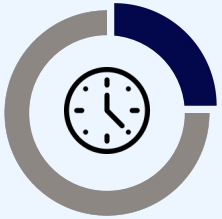
Competitive salary, bonus, and benefits

Along with a competitive salary, you'll be eligible for a year-end bonus tied to business development goals, productivity, and overall company success. Quarterly commission is available for contributions to sales calls and outreach. Benefits include healthcare with employer contribution towards your premium. A 401(k) plan is offered after 1-year of employment with a maximum 4% company match. We also provide paid dental and life insurance plans.

Equipment and swag

You'll start with the tools you need to do great work, including a Dell laptop, wireless keyboard and mouse, and a work backpack. It's part of the welcome package you receive during onboarding and training, so you can get set up quickly and feel like part of the team from day one.

Our 4 Core Values



Responsiveness

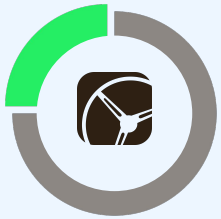
We eat, sleep, and live market research. To accelerate insights, we prioritize communication. Our team follows-up with clients immediately, pushes the status quo for turnaround time, and creates a new definition for fast. We put in the extra time that other market research firms do not (because we enjoy it).

Growth

We invest in our employees, our company, our culture, our clients, and the community. We want our staff to grow personally and professionally while also helping our clients' organizations grow. Our give-back program donates a portion of revenues for each project, which also helps grow our community. Everybody wins.

Perspective

Market research focuses on others' perspectives, opinions, and beliefs. We employ the same strategy with our market research clients. We center our entire business model around you. We walk in your shoes from research design to analysis, through recommendations. We answer your questions before you ask.



Drive

After all, it is our name. We're more than just data-driven strategies. Drive relates to our passion for our work, flexibility in our work environment and with client projects, and the impact and ROI our market research generates. We ask more from our market research, you should too. We believe in better.

Clients

B2B

Google
aws
DELL
PEPSICO
McKinsey & Company
intuit
Clutch
SIEMENS

B2C

amazon
Walmart
Apple
TARGET
Pinterest
KOHL'S
ULTA BEAUTY
L'ORÉAL

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Better Data. Better Decisions. Better Strategy.

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