

CYNTHIA LAM

A experienced research and insights professional with agency and client-side experience, I have consistently delivered data-driven insights that drive strategy and improve customer experience. My leadership skills have enabled me to develop and manage high-performing teams of analysts, while maintaining strong client relationships. I possess strong analytical abilities, allowing me to conduct complex analyses of real-world data and translate them into clear and actionable insights that are communicated effectively through compelling visuals to clients at all levels.



EXPERIENCE

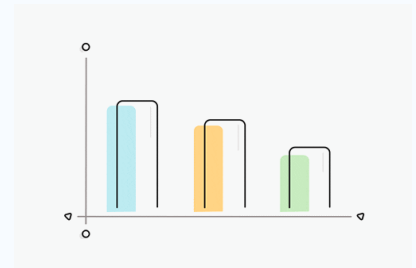
Current
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2021

- **ANZ Analytics Lead (2022-Dec to present)**
Senior Analytics Consultant (2022-Jan to Dec)
Analytics Consultant (2021-Mar to 2022-Dec)

📍 Sydney

PROSPECTION

- Lead and develop team of analysts, mentoring, managing day-to-day decisions, work priorities, and resources.
- Developed and maintained strong relationships cross organisation from executive leadership, department heads, to team members, to ensure alignment of analytics priorities with business objectives.
- Oversee and deliver insights-as-a-service to clients at all levels.
- Define and own product innovations, including planning business case, scope, value, prototyping, and trialing.
- Develop solutions to ensure representative, real-world insights are delivered from data, identifying issues and caveats relating to data and analysis methods.
- Led the development of scalable analytics including optimizing data management and updates, ETL, data mapping, data dictionaries on Prospection platforms.
- Successful management of budgets, resources, and timelines to deliver analytics on time, in scope and within budget.



View this CV online <https://cynlam.github.io/cv/>

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CONTACT

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in [linkedin.com/in/cynthialam](https://www.linkedin.com/in/cynthialam)

SCRIPTING

VBA

SQL

R

Python

TOOLS

Market Research: Q research software & Qualtrics

Visualization: PowerBI

Statistical: SPSS, Latent Gold and R-sw platform (Demia)

Microsoft Office Suite advanced usage including macros, Power Query, data models and DAX

2021
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2018

● **Research Manager 2018-Mar to 2021-Mar**
Higher Duties 2020-Feb to 2020-Nov



📍 Sydney

- Led and mentored a team of researchers and analysts to execute research projects and produce high-quality reports within strict deadlines.
- Designed and implemented quantitative and qualitative research programs such as B2B & B2C brand trackers, student entry experience and Voice of Customer.
- Developed and implemented research plans that align with business objectives and drive actionable insights.
- Coordinated & presented research findings to a variety of stakeholders, including executives, clients, and other business units, using clear and compelling visualizations and narratives to drive action.
- Influenced data strategy with the implementation of new data system at TAFE NSW by identifying key data and business needs for future and historic reporting, aligning for insight generation and reporting purposes.
- Collaborated with cross-functional teams, including marketing, sales and curriculum development, to identify areas for improvement and implement evidence-based solutions.

2017
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2016

● **Consultant (2016-Jun to 2017-Nov)**



📍 Sydney / Singapore

- Led projects, liaising with and maintaining client relationships, and delivering projects end-to-end, exceeding AUD\$1m+ annually.
- Key contact point for external and internal clients. Responsible for client-facing proposal meetings to research design and execution and final presentation of reports / workshop coordination.
- Conducting research for market insights (including custom, patient journey, brand health, pre-launch and optimisation), clinical insights (pipeline prioritisation, competitive comparisons, asset evaluations), risk management & safety surveillance (adverse event reporting, patient registries and observational studies), forecasting (demand uptake, patient flow, patient preferences), commercial & corporate effectiveness (sales force effectiveness, physician experience, corporate brand management and tracking).
- Identify new opportunities to increase efficiency and quality of research processes and outputs.

2016
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2013

- **Account Manager (2016-Feb to 2016-Jun)**
Senior Research Executive (2013-Jun to 2016-Feb)

📍 Sydney



- All aspects of project coordination and execution, supporting key client partners in a variety of industries including finance & banking (in particular home loans, wealth management, life insurance), FMCG (baby products, confectionary etc) and Health Care.
- Conducting research in market understanding and measurement (brand equity, connection and potential growth), innovation and forecasting (pre-concept, concept and product testing, forecast sales and uptake), PR research, shopper and sensory.
- Championed Brand Health / Equity research and certified as Ipsos Bayesian Network (IBN) analytics team for Australia and New Zealand.
- Managed day-to-day relationships with external suppliers – research panel suppliers, venue suppliers, individual packing suppliers & PR agencies.

2013
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2011

- **Project Manager (2011-Oct to 2013-Jun)**

📍 Sydney



- Liaised with external suppliers, PA for CEO, as well as project and respondent management.
- Assisted in conducting research projects for a large range of public sector clients.



EDUCATION

- **Masters of Management in Community Management**
University of Technology

📍 Sydney

- **Postgraduate Diploma Psychology**
Murdoch University

📍 Perth

- **Bachelor of Arts - Psychology**
Macquarie University

📍 Sydney

Made with the R package [pagedown](#).
The source code is adapted from github.com/nstrayer/cv.
GIF image from [butterm](#).

Last updated on 2023-03.