

## **Job Description – Government Initiatives Team Research Analyst**

### **Philips Lighting Overview:**

As the world's leader in Lighting, Philips is driving the switch to energy-efficient solutions. With worldwide electrical lighting using 19 per cent of all electricity, the use of energy-efficient lighting will significantly reduce energy consumption around the world and thereby cut harmful CO<sub>2</sub> emissions. Philips provides advanced energy-efficient solutions for all segments: road lighting, office & industrial, hospitality and home. Philips is also a leader in shaping the future with exciting new lighting applications and technologies such as LED technology, which, besides energy efficiency, provides attractive benefits and endless new 'never-before-possible' lighting solutions.

### **Job Overview:**

The Research Analyst assists PLC development of materials to inform salespeople of the opportunities within the American Recovery and Reinvestment Act (ARRA).

The responsibilities of the Research Analyst include but are not limited to the following:

- Document requirements and timing for pursuing ARRA opportunities
- Conduct research using analysis and analytical tools
- Supporting sales activities by populating a database with ARRA breakdown
- Provide detailed segmentation analysis mapping to internal capabilities
- Populate a Philips web site with latest news in regards to the ARRA
- Create other materials to aid regional sales teams in approaching qualified projects.

Based in Burlington Mass, the Research Analyst reports to the ARRA Philips NA Project Manager and will be a key member of the ARRA Philips NA Stimulus Team.

### **Duties include:**

- Conduct research on ARRA to support central database with breakdown on each opportunity at the Federal and State level
- Track and update regulatory developments and requirements – both energy and environmental
- Catalog, document, organize and update the data that Philips Lighting has acquired and assure the overall quality of this data through, among other things, the documentation of sources;
- Research and compile additional information to update and supplement Philips Lighting's database regarding ARRA programs, policies and activities;
- Coordinate with other Philips Lighting staff activities as appropriate, and with other regional, national and/or third party analysis efforts;
- Provide robust and detailed segmentation on data mapping internal capabilities, process and market intelligence to opportunities at all levels of the ARRA (Federal, state, municipal)
- Track state regulatory and/or legislative proceedings and other public policy venues for pertinent information regarding ARRA

### **Qualifications:**

- 3+ years working experience as a research analyst;
- Strong skills in quantitative analysis;
- Strong research skills – phone interviews and web searches;
- Excellent verbal and written communications skills;
- Some government related experience or interaction recommended but not required;
- Ability to take direction, work independently and coordinate work with others;
- Proficient use of spreadsheets, word processing, database and Internet tools.