



## OUTLINE JOB DESCRIPTION

**Role:** Researcher at ARK

**Purpose:** Contribute to the building of high-impact, high-commerciality social ventures, using insurance & risk management techniques to address the greatest risks of our generation, and particularly systemic risks to people & planet.

**Package:** Competitive base salary, depending on experience, plus package

**Basis of employment:** for discussion, open to freelance, or permanent full-time (compressed 4-day working week)

**Base location:** Home-based, global but with timezones suited to working with Western Europe (with travel to London UK for Team collaboration).

**Start:** ASAP.

**To apply:** contact [hire@ninety.com](mailto:hire@ninety.com) with a Covering Letter (max 1 page) and CV.

**Reporting to:** Leadership team at ARK, the venture studio at Ninety, or a Venture Lead within the team, depending on seniority / experience.

**Responsible for:** market, desk and customer research as part of building high-purpose, commercially viable ventures.

### A different sort of company

ARK builds companies to tackle systemic risks to people and planet. ARK is one arm of Ninety, an established boutique insurance innovation specialist, working with large global insurance brands, and competing successfully with Big 4 consultancies. We are motivated by the belief that insurance is a critical safety net for vulnerable people, businesses and the planet. We are passionate about innovating that safety net to be better and more sustainable for all. Ninety is a wholly owned subsidiary of a registered social enterprise, Ninety CIC, which has a philanthropic mission. As such, 90% of our distributable profit goes to charitable or social impact causes around extreme poverty, with the other 10% being shared amongst staff as a profit share. Our philanthropic vision is to give £1bn to social causes over a 30-year timeframe. Buy-in to our vision and cause is an important part of feeling part of the team at ARK and Ninety.

### Overview

We are looking for a researcher to work on a range of exciting and socially impactful ventures, partnering with some of the world's largest and most reputable corporates, NGOs and public bodies. The role here will be responsible for research on areas of systemic risk in our four target categories: 1) climate vulnerability, 2) health & wellness barriers, 3) poverty traps, and 4) digital society risks. You'd be using market research, desk research and customer research techniques to help your teams identify viable, scalable business opportunities for new ventures that address these risk areas, using the tools of the risk & insurance industry. The role will also be involved in research to validate those venture opportunities, in identifying and engaging with potential venture partners, and in finding key performance metrics that we can use in modelling commercial and financial performance forecasts. Researchers at ARK often get involved in running the thinktanks that we run with multiple consortia partners, and we look for great all-rounders with deep purpose motivation, strong research technique, high productivity rates, and an ability to find the needle in the haystack that we're looking for. We operate in the insurance sector, and so familiarity with the insurance sector is normally strongly beneficial, though not always necessary. You would be working within a venture studio team that allocates small, high-performance teams to individual ventures, and which brings together functional specialists that add value to the whole venture portfolio.



# NINETY

Our ideal team member has impressive experience of research in shaping new ventures. We are looking for someone who is eager to get their sleeves rolled up, engaging with some of the biggest ESG issues of the day, seeking evidence that helps uncover bold opportunities within these, or data that helps us make better, more confident decisions. Many of our target topics appear unsolvable, or at least uninsurable, and so you'll have to be unphased by the impossible, and to know how to find the needles in the haystacks that prove we can do something to change things.

The role is likely to suit people with a) innovation or strategy consulting backgrounds, b) market research backgrounds, or c) startup or scaleup experience. Experience in a venture studio would be the icing on the cake. Significant experience on projects at a market research / proposition testing / design specialist (e.g. Market Gravity, BCG Digital Ventures, Adaptive Lab) could be relevant. The role may also suit people with client-side experience, and particularly those with strong strategy research experience in the insurance sector.

ARK has large ambitions, a strong and active growth plan, and a Board of Big Thinkers drawn from all sectors and multilaterals like the United Nations. The ARK concept has strong traction with major players like AXA, Gates Foundation, Merck, SCOR, the United Nations and Generali, and proper funding behind it. Your career path at ARK and Ninety can be exciting and varied, with the growing business offering opportunities for role expansion and promotion for deserving candidates.

## DETAILED JOB DESCRIPTION

### Purpose of role

Contribute to the building of high-impact, high-commerciality social ventures, using insurance & risk management techniques to address the greatest risks of our generation, and particularly systemic risks to people & planet.

### Role responsibilities

- **Research on areas of systematic risks in our 4 target categories:**
  - 1) Climate vulnerability
  - 2) Health & wellness barriers
  - 3) Poverty traps
  - 4) Digital dystopia
- **Utilising research techniques to identify viable and scalable business opportunities**  
Identifying viable, scalable business opportunities for new ventures that address these risk areas, using the tools of the risk & insurance industry
- **Venture Scoping & Thinktank Research**  
Research to assist with identifying and engaging with potential venture partners, and in finding key performance metrics that we can use in modelling commercial and financial performance forecasts.
- **Teamwork**



Collaborating well with your teammates and being efficient in delivery. Handling miscellaneous other tasks as agreed with your Venture Lead and other Ninety senior leaders.

## We are looking for the following hard skills:

- Good understanding of quantitative and qualitative research methods.
- Strong quantitative and quantitative research skills and experience of conducting research surveys and analysing the resulting data.
- Strong data handling and interpretation skills, including data analysis & synthesis.
- Proven track record of managing and delivering high-quality quantitative and qualitative research studies, helping to ensure their delivery to time and budget.
- Significant experience in research roles on projects at one or more of:
  - a) a market research / proposition testing / design specialist (e.g. Rainmaking, BCG Digital Ventures, Adaptive Lab),
  - b) an insurance-linked body (e.g. Munich Re or similar),
  - c) an industrial organisation in one of our 4 thematic areas,
  - d) an NGO or public sector body tackling one of our 4 thematic areas, or
  - e) your own entrepreneurial journey (regardless of success).
- Excellent communications skills (written and oral) and the ability to communicate clearly, in different styles and for different audiences.
- Research experience within the insurance sector.
- Evidence of information security sensitivity and data protection awareness and broad understanding of regulatory implications.

## We are looking for the following personal attributes:

- Alignment to our social vision, with a demonstrable willingness to put personal legacy above personal ambition.
- Innovative mindset and entrepreneurial spirit.
- Intelligence, perseverance, and hard graft: a demanding qualification may help prove that, but we are not hung up on qualifications per se.
- Strong references: from previous employers or investors, but also from previous partners or co-founders. We'll be looking for signs of performance and excellence, but also for evidence of character, integrity, and ethics.
- Diplomacy, attention to detail, good numerical, organisational and time management skills and a genuine interest in business, plus excellent MS Office, interpersonal, team working and written/verbal communication skills.
- Ethics, fairness and integrity, all of which are very important at ARK, and will need to be evidenced.

## What we offer

**Salary:** Competitive salary, depending on experience, plus package benefits including pension, life and health insurance, great work-life balance with a 4-day working week. plus a share of 10% profit.

**Location:** Home-based, global but with time zones suited to working with Western Europe (with travel to London UK for Team collaboration).



# NINETY

**Basis of employment:** Permanent full-time (4-day working week, Monday to Thursday).

**Start:** ASAP

**Reports to:** Leadership team at ARK, the venture studio at Ninety, or a Venture Lead within the team, depending on seniority / experience.

**Hiring process:** We will hold initial telephone interviews, then invite a handful of candidates to a formal interview. Those who seem to fit best at formal interview will be invited to a final stage interview. References will be taken up. We are a fast-growing business that is looking for the right people to build for longevity. Please include a Covering Letter (max 1 page) and CV with your application.