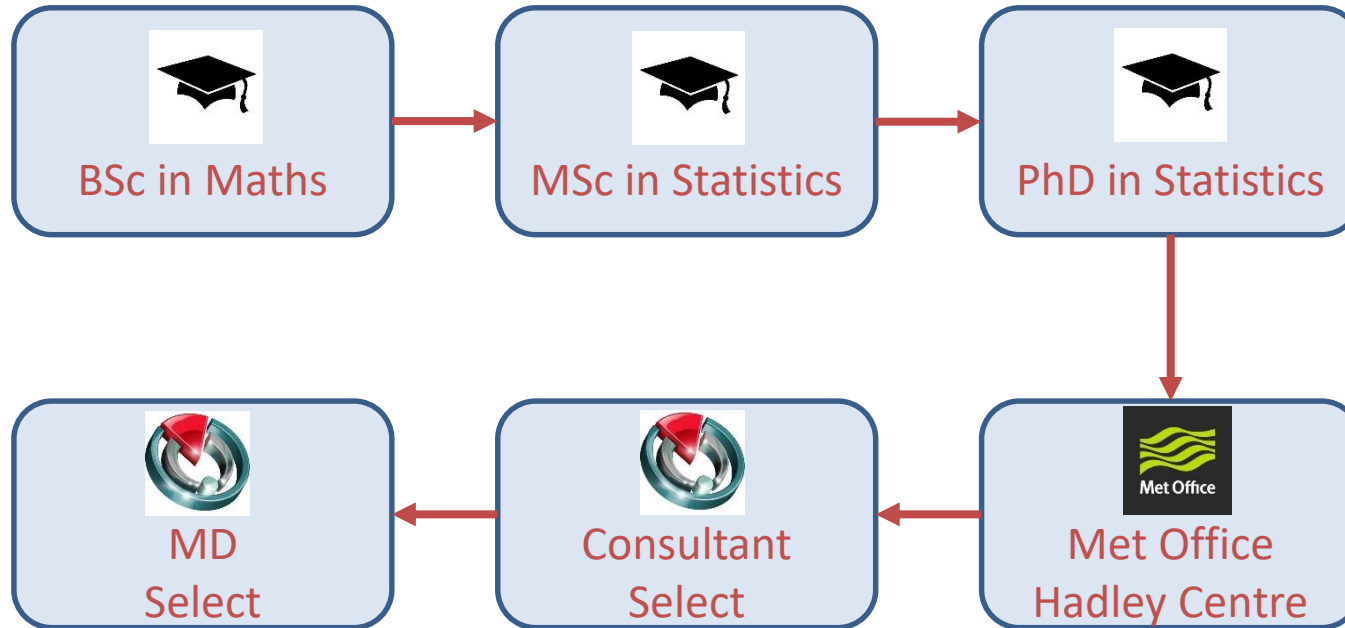




# Working as a Statistical Consultant

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# My Background



- Join an established consultancy company
- Join a university statistical consultancy unit
- Join a clinical research organisation (CRO)
- Join the civil service
- Join an in-house insights/analytics team (data science?!)
- Freelance work
- Start your own company!

- Full consultancy service: analysis, advice, training, research
- Established 2012
- Team of five in-house (& growing!), plus a network of freelancers
- Based in Exeter, but clients across the UK



- **Predicting energy efficiency of houses**

Which houses should be targeted in energy efficiency initiatives?

- **Understanding customer retention**

What drives customer retention and attrition?

Which types of customer stay longest?

What drives customers to leave?

And what can be done to increase the lifetime value of customers?

- Action plan on problem debt followed by saving to prevent problem debt

What are the levels of savings necessary to help households stay out of problem debt?

How much savings levels needed to be boosted, on average, in order to prevent or minimise problem debt?

Which types of households are failing to save, and can we identify attitudinal factors that might influence their decision not to save?

[www.select-statistics.co.uk/case-studies](http://www.select-statistics.co.uk/case-studies)

## **Projects:**

- Initial enquiry
- Project scoping
- Analysis
- Reporting

## **Other consultancy activities:**

- Training
- Ad hoc advice

## **Other activities:**

- Marketing and sales
- Professional development



Technical aspects are not the most important thing –  
People relationships are the critical factor!

Listen to a client & ascertain what they want (it may be different from what they think they want!).

What are the constraints?

- Client understanding
- What can be achieved
- Timescales/budget
- Data

Honesty is paramount.

Choose the right tool for the job (often an adequate solution will do).

## **Things I like about the job**

- Using a wide variety of methods
- Learning about other people's businesses
- Working closely with clients
- Being helpful is rewarding

## **Contrasts with my previous experiences**

- No scope to initiate my own research - projects are dictated by the client
- Generally shorter deadlines
- Managing clients' expectations

- Moved to the position of MD October 2016 (still learning!)
- Responsible for the day-to-day running of the company
  - Project & client management
  - Resourcing
  - Line management
  - HR
  - Recruitment
  - Accounts
  - Business development
  - Everything?!
- 60%/40% split on MD/Consultancy
- Prioritisation is key!
- Lots of exciting plans for company growth

Thank you

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Thanks for listening!

[www.select-statistics.co.uk/vacancies](http://www.select-statistics.co.uk/vacancies)

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