

# Lead Consultant

## London

We are looking for a highly experienced, innovative and autonomous Lead Consultant to help our clients 'See Beyond' by leading the delivery high quality work across our consumer trends and data insights product range.

Our ideal candidate will have extensive experience in a similar role and be passionate about driving excellence and best practice, to push the limits on what our product suite can deliver.

### **About us**

For over 20 years, our consumer trends and data insights have helped businesses 'See Beyond'. Through a unique combination of human and machine intelligence, we interpret shifting behaviours and signals to uncover what matters most to consumers today – and tomorrow.

A global family of talent, Foresight Factory is home to a brilliant and diverse bunch of data and research analysts, trends strategists and technology specialists, client partners and commercial experts.

Our people underpin everything that we do, and we believe that the strongest performing teams are inclusive of people who come from different backgrounds and have had different experiences. We seek a broad and diverse range of applicants for this role to create a welcoming company for all.

### **The sort of things you will be doing:**

- Develop full understanding of Foresight Factory's consultancy product suite.
- Lead the delivery of large consultancy projects to our global network of clients across all sectors, managing a team of Consultants and Senior Analysts where needed for project delivery.
- Lead proposal writing for consultancy projects across full range of the consultancy product suite.
- Lead the delivery of contracted outputs for subscription clients to our online trends platform Collision.
- Deliver presentations and workshops to a range of client audiences, including C-Suite audiences.
- Ensure all delivered outputs meet stated aims and objective of original brief, tailored precisely to each client need and with a key focus on autonomous and profitable delivery.
- Work closely and supportively with Client Partners to develop and enhance client relationships and revenue growth.
- Ensure learnings and client knowledge is transferred across business and especially to content, CRM, data and product development teams.

### **Some of the key requirements for the role:**

- Proven consumer trends and insight professional ideally in a B2B environment.
- Experience of autonomously delivering consultancy projects.
- Good level of data literacy and competency.



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- Excellent people and project management skills
  - Be self-driven, self-sufficient, structured, and organized.
  - Strong communication and presentation skills, with a fluency in English
  - Another language would be a bonus!

**What you will get in return:**

- Competitive salary
- Ongoing training and career development
- 28 days holiday plus public holidays
- Workplace pension scheme
- Flexible working and belief in work-life/balance

**Please send your CV and a covering letter to [careers@foresightfactory.co](mailto:careers@foresightfactory.co)**

**Applicants only, no agencies**