

# Enterprise Client Partner

## London

We have an exciting opportunity for a Enterprise Client Partner to join our global family of talent here at Foresight Factory, to help a portfolio of our most valuable clients ‘See Beyond’.

Our ideal candidate will have extensive experience in a similar role, be deeply strategic, commercial, and passionate about driving relationships and excellence – to push the limits and the value that our unique capabilities can deliver to our clients.

Working with our CEO and Co-owner, Meabh Quoirin, and alongside the wider Client Partner and Consultancy teams, you will bring our clients and prospects the positive and differentiating strategic and operational impact of “Seeing Beyond” and consequently maximise portfolio size and earnings potential.

### **The role will be responsible for:**

- The growth of 5 handpicked enterprise accounts (existing or potential) to the level of (or beyond) our current top 10 global clients, with full global responsibility and P&L accountability
- Securing new enterprise accounts in order to maximise portfolio size and earnings potential.
- Developing a deep client knowledge, and effective account planning to leverage the full extent of our capabilities through a full range of consultancy solutions and best usage of dynamic intelligence platform ‘Collision’.
- Working in collaboration with our Consultancy team, ensure the quality of proposal substance and solutions delivery for mutual advantage and value with our clients.
- Lead and deliver complex multi-dimensional engagements combining data analysis, trend interpretation, platform led and consulting projects to varied audiences including C-Suite
- Translating and extending success across our client’s organisations - be they divisional, functional, or geographical. Delivering platform led projects ensuring and driving engagement by leveraging the projects and creating stickiness.

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

- 10 + years’ experience in a leadership role leading strategic, sophisticated sales and customer success through ever-improving strategic partnerships.
- Demonstrated success in revenue and profit generation
- Experience in growing a business fast, and sustainably, based on mutual advantage
- Proven track record of identifying and growing revenue opportunities with high-value clients.
- Collegiate and thoughtful personality with excellent interpersonal and communication skills
- Experience with a range of client sectors including (but not restricted to) FMCG, automotive, financial, healthcare, retail, or energy



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- A passion for foresight & consumer trends, and confidence in data-led, highly analytical solutions
  - Experience with Salesforce or other CRM tools for effective client management would be a plus.

**What we offer in return:**

- **Career enhancement**
- **Coaching and development**
- **Stretch to foresight potential**
- **Great excitement and energy**

**Compensation and benefits:**

- Competitive salary
- Commission scheme
- 28 days holiday plus public holidays.
- Hybrid-flexible working
- Access to a relaxed and friendly working environment
- Social get-togethers and ad-hoc perks
- Workplace pension
- Cycle-to-work and tech schemes
- Employee assistance programme support

**If we sound like the kind of company you would like to be part of, please send your CV and a covering letter (including any salary expectations) to [careers@foresightfactory.co](mailto:careers@foresightfactory.co)**

Please note, only applicants progressing to the next stage will be contacted.

**NO AGENCIES PLEASE**