

# Lead Consultant

## London

We are looking for a highly experienced, innovative and autonomous Lead Consultant to help our clients ‘See Beyond’ by leading the development and delivery of high-quality work across our consumer trends and data insights strategy solutions.

Our ideal candidate will have extensive experience in a similar role and be passionate about driving excellence and best practice, to push the limits of the value our unique capability and offer can deliver to our clients.

### Why you now?

More than ever, the world needs to “See Beyond”. This is not easy and can be opinion-led rather than data and substance-led. Clients need authoritative competence to practice and benefit “Seeing Beyond” better. This is where this role comes, to support and transform client’s strategic and delivery value from foresights in an ever-richer substance-led manner.

We have learned how to make foresights stand at the heart of major global companies’ strategies and growth, efficiency and delivery plans. We are growing fast, not only in numbers but also in reach and impact. In simple terms, we are moving to the next level, from valuable to invaluable and essential.

The ever-growing sophistication and complexity of our role and contribution to our clients require ever-stronger expertise and leadership. Your challenging mission will be to personify this high-importance, high-impact, high-complexity contribution of Foresight Factory as it relates to its substance.

### The sort of things you will be doing

Lead the development and delivery of large consultancy projects to selected clients in our global network across all sectors. You will be working in close interaction with Client Partners and form with them the core senior “Client Team”. You will be mobilizing and guiding a team of Consultants and Senior Analysts where needed for project delivery.

Lead proposal development and writing for consultancy projects across the full range of the consultancy capability and leveraging FF’s product suite.

Working closely and supportively with the Client Partner, enhance / transform the relationship with selected clients and enable sustainable revenue growth. This will include delivering presentations and workshops to a range of client audiences, including C-Suite, alongside leading the delivery of sophisticated outputs for subscription clients (to our online trends platform Collision) to drive growth across key client accounts.

Oversee the implementation of activation roadmaps derived from project outputs, to convert consumer insights and business intelligence into required behavioural change across the client’s business. Your overarching aim will be to act as a



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facilitator and catalyst of strategic foresight for your clients, driving the required changes in working culture, working practice and core client capabilities.

Ensure high performance standards to the client, such that 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.

Ensure learning and client knowledge is transferred across business and especially to content, CRM, data and product development teams, to continue to deliver the world-leading Collision platform.

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

- Personally, you have excellent people and project management skills and notably proven successful client management expertise. You are self-driven, self-sufficient, structured and organized. You benefit from strong communication and presentation skills, including absolute fluency in English.
- Professionally, you are an experienced consultant with tested capability to autonomously deliver large and complex consultancy projects. Ideally, you are a proven consumer trends and insight professional in a B2B environment. You have a good level of data literacy and competency.

### **What you will get in return**

**Career enhancement** - You will learn and develop your personal capabilities extensively, with growing opportunities to delivery complex, valuable and actionable intelligence to the best companies in the world.

**Coaching and development** – We are a mid-size organization and combine human and system approaches. On the former, your leadership and colleagues will provide frequent “support and challenge”. On the later, we practice a structured “personal performance and development” practice which clarifies mutual expectations and pathways.

**Stretch to business intelligence** - You will be faced with amazing client challenges and will need push the boundaries of selecting, interpreting and leveraging foresights to enhance or transform business strategy.

**Great excitement** - The mission is complex and challenging. The level of personal involvement, autonomy, accountability for performance within the broad FF team makes it highly exciting. Team work is a must and energizing given the quality and character of our global colleagues.

### **Compensation and benefits**

- Competitive salary
- Performance related 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.