



Consumer Trends Consultant

Seattle Office, USA

Foresight Factory is a leading consumer trends agency predicting a unique future for each client through first-class analytics, algorithms and human expertise. Our signature service is Foresight Factory online – a powerful all-access platform.

Supported by our values of being predictive, bold, critical, genuine and empathetic, we like each day to be a little bit different. With offices in London, New York, Seattle, Singapore and Stockholm our culture, whilst hard-working, is relaxed, fun and sociable.

In the last six months we've won some amazing new clients and in the US are growing at a rapid pace. We are now looking to recruit an **Consumer Trends Consultant** in our newly opened Seattle office, to deliver excellence in client services and take responsibility for the management and development of client relationships across a variety of sectors.

The sort of things you'll be doing:

- ▶ Maintain and build relationships with a portfolio of clients - helping them to apply Foresight Factory trend and forecasting content; and exploiting their full business potential
- ▶ Build strong relationships with existing clients through a constant and pro-active focus on their strategic needs
- ▶ Maintain a commercial focus on client needs– to develop and identify opportunities for up-selling
- ▶ Meet retention and new business targets, to be set on appointment
- ▶ Present at conferences, workshops and deliver tailored insight and trend reports/presentations in response to client briefs
- ▶ Design and deliver a wide range of consultancy projects – with support from specialist internal teams – applying FF trend content to commercial questions. Projects range from trend mapping workshops to white papers, and from global innovation scans to scenario development.
- ▶ Work alongside the Relationship Director to design and implement best in class account management and service.
- ▶ Industry networking.



Requirements for the role:

- ▶ A self motivated individual with a proven track record in client service and growing a client portfolio
- ▶ Outstanding verbal and written communication skills.
- ▶ Strong analytical skills.
- ▶ Self-organized and able to meet tight deadlines
- ▶ Agile, creative thinking.
- ▶ Understanding of and passion for trends
- ▶ A strong presence and ability to pitch ideas, and think strategically, at all seniority levels.
- ▶ A flexible, tolerant, self-motivating and highly organised approach to fast-changing business priorities; includes ability to work with a range of teams across the company

A few of the benefits:

- ▶ Competitive starting salary depending on skills and experience
- ▶ Health insurance stipend
- ▶ Participation in company wide bonus scheme and performance related commission scheme
- ▶ 26 days of annual holiday plus observance of 10 days public holiday!
- ▶ Great exposure to different types of businesses and clients.
- ▶ A relaxed working environment with a casual dress code
- ▶ Based in modern co-working office space in downtown Seattle with good transport links and local amenities

How to apply:

Please send your CV and a brief covering letter (no more than 300 words) telling us why you are interested in working with us to heatherc@foresightfactory.co

Closing date for applications 10 May 2019

Please note that only those successfully selected for interview will receive a reply. We therefore thank you in advance for your interest in working with us and taking the time to apply.

