



BUSINESS DEVELOPMENT MANAGER – SEATTLE OFFICE

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 and Singapore our culture, whilst hard-working, is relaxed, fun and sociable.

In the last six months we've won some significant new clients. In the US we're growing at a rapid pace. We've invested in new technology, new people and new tools. Our mission is to provide our clients with the richest, most informative and intuitive way to access and act on consumer trends.

We plan to scale our sales operation worldwide and have recently opened a new office in Seattle to satisfy the needs of our West Coast clients and capitalize on growth opportunities.

As part of this growth, we're looking for an experienced Business Development Manager who can lead the crucial development and conversion of sales leads, maintain and grow a strong sales pipeline and ensure we retain and grow our current US client base.

This role will be based from our new Seattle satellite office, working alongside our US Client Director.

The sort of things you'll be doing:

- ▶ Be responsible for new revenue generation. By leading and following up on key sales leads, including presenting, conversion and on-boarding
- ▶ Work closely with the US Client Director to identify and act on key opportunities to grow current client accounts
- ▶ Report into our VP of Global Growth providing sales insights, campaign ideas and recommendations that will specifically help our lead generation team secure more meetings
- ▶ While you will have lead generation support, you will be responsible for securing your own meetings by building a portfolio of senior contacts that can be nurtured and converted over time
- ▶ Frequent travel to client meetings and events in the US
- ▶ Regular travel to our UK headquarters



What are we looking for?

Like any sales role, the success of this position is underpinned by your ability to close opportunities and hit revenue targets. We need someone who understands the determination and can-do attitude required from this type of role.

Key skills as follows:

- ▶ Proven experience in a sales or business development role
- ▶ Proven experience pitching and closing business deals
- ▶ Experience in the consumer trends, marketing services or a market where product development, branding or innovation is a key service
- ▶ A 'knuckle down can-do attitude'. Someone who understands the peaks and troughs of sales roles and willing to undertake sales prospecting activity to support pipeline development during 'quieter' periods
- ▶ High competence with IT tools such as Google Docs, LinkedIn, ZoomInfo and experience with CRM systems
- ▶ A way with the written word. Much of our success comes from careful tailoring of our emails. So feel free to show your creative writing prowess when applying to us!
- ▶ A team player who enjoys working closely with a strong willed, creative and determined peer group familiar with start-up culture. Self starter who can work autonomously. Despite being an established player in the consumer trends industry, our US footprint is still small. But growing!

Benefits of working for us?

- ▶ 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 careers@foresightfactory.co

Closing date for applications 31 May 2019

