

Account Director

North America

We are looking for a relationship-driven and commercially minded Account Director to join our growing team in North America.

Our ideal candidate will have at least 5 years of strong client management experience and be passionate about forming and driving successful relationships with senior executives to grow value across our online platform and consultancy products.

With full ownership and accountability for a wide-ranging portfolio of clients, you will manage the evolution of the relationship, ensuring quality of delivery with multi-dimensional engagements that combine data analysis, trend interpretation and consultancy offerings.

This role offers flexible, home-based working for candidates preferably located in a major metropolitan area in the Midwest (Chicago, Minneapolis, Detroit), South (Austin, Atlanta, Miami), or East Coast (Atlanta, Boston, New York, DC).

About us

Through a unique combination of human and machine trend talent, Foresight Factory marries a proprietary mix of global data, research and analysis to help clients better understand large shifts in consumer behaviour, uncover trends and find the opportunities before they happen.

Seeing Beyond is our mantra. With offices in London, New York, Seattle and Singapore our roster of online and consultative products and services help over 250 global clients discover unique insights and apply trend intelligence for their most critical missions from segmentations to scenario planning, innovation pipelines to cutting edge customer communications and more.

As a global family of talent, we are small but mighty, and have created a home to a brilliant and diverse bunch of data and research analysts, trends strategists and technology specialists, client partners and commercial experts, all passionate about culture, trends and the future consumer.

The sort of things you will be doing:

- Develop outstanding client relationships at both organizational and individual level to retain a diverse portfolio of clients.



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- Identify and grow revenue opportunities that demonstrate the value of our services with high-value clients across the organization.
 - Become an expert in our platform's content and tools, and developing a solid understanding of our consultancy offerings as solutions to client needs.
 - Strategic planning and delivery for on-going client engagement with our platform to maintain loyalty and stickiness.
 - Deliver, with support, platform related services such as reports and presentations demonstrating the value-led application of consumer insights and trend intelligence
 - Oversee and manage consultancy projects with consultancy team, ensuring successful delivery, profitability and promise of high-value impact

Some of the key requirements for the role:

- 5 plus-years of client management and/or B2B consultative selling/strategic new business in a growth-oriented company.
- Proven track record of identifying revenue opportunities with high-value clients
- Experience with a range of client sectors including (but not restricted to) CPG, automotive, financial, healthcare, media, technology, or agency
- Understand consumer trends, have experience of data and analysis, and a keen interest in the future consumer.
- Experience with Salesforce or other CRM tools for effective client management
- Be self-driven, self-sufficient, structured, and organized.
- Excellent people and project management skills.
- Confident communication and presentation skills, with a fluency in English (another language would be a bonus!)

What you will get in return:

- Competitive base salary and commission plan
- Generous paid time off
- Competitive benefits (medical, dental, etc.)
- Flexible working hours and belief in work-life/balance
- Ongoing training and career development

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.

Please send your CV and a covering letter to careers@foresightfactory.co

Applicants only, no agencies