

## Client Partner

### London

We are looking for a highly commercial and relationship focused Client Partner to join our growing team in the UK.

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

With full ownership and accountability, you will manage the evolution of a wide-ranging portfolio of global clients ensuring quality of delivery with complex multi-dimensional engagements that combine data analysis, trend interpretation, consulting, and client engagement strategies.

Whilst our Head Office is in Whitechapel, London, this role offers flexible and home-based working.

#### **About us**

Foresight Factory is a global family of talent. We are 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 the future consumer.

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.

Seeing Beyond is our mantra - and our unique combination of human expertise, data and platform technology delivers the strategic pertinence our 200 global clients need every day to compete. They trust us to deliver unique insights for their most critical missions from segmentations to scenario planning, innovation pipelines to cutting edge customer communications and more.

#### **The sort of things you will be doing:**

- Develop outstanding client relationships at both organizational and individual level to retain a £1m plus portfolio.
- 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 and tools and develop an excellent understanding of our consultancy product suite.
- Seek out data-led projects offering a quality tailored consultancy solution to our clients, helping them reveal different answers for their business.



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- Deliver platform led projects ensuring this drives site engagement by leveraging the projects and creating 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, mobilising resources and ensuring successful delivery, profitability, and high-value impact

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

- At least 5-years of strong client management in a growth-oriented company (sales or strategic new business) – ideally in a B2B environment.
- Proven track record of identifying and growing revenue opportunities with high-value clients
- Experience with a range of client sectors including (but not restricted to) CPG, automotive, financial, healthcare, technology, or agency
- Have honed data and analytical skills, and an interest in consumer trends and 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
- Ongoing training and career development
- 28 days holiday plus public holidays
- Workplace pension scheme
- Flexible working and belief in work-life/balance

**Please send your CV and a covering letter to [careers@foresightfactory.co](mailto:careers@foresightfactory.co)**

**Applicants only, no agencies**