# Client Partner

**London**

We are looking for a relationship-driven, commercially minded and result orientated Client Partner to join our London office.

As our ideal candidate, you will have at least 5 years of strong client management experience with proven performance. You will be passionate about driving successful relationships and securing growth with insight executives, leveraging our combined online platform and consultancy products.

With full ownership and accountability for a wide-ranging portfolio of clients, you will manage the development of the relationship and growth of your business. You will ensure the quality of delivery of powerful platform solutions through multi-dimensional engagements that combine data analysis, trend interpretation and consultancy offerings.

**About us**

Foresight Factory is a global family of talent. From data analysts and trends strategists to client partners and commercial experts, our people share a passion and curiosity about the future consumer.

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 and in fact, this is what we provide to our Clients. 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.

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

* Identifying and growing opportunities with our clients in FMCG, travel, media & retail
* Meticulously applying and refining our volume model to serve across a core portfolio of up to 40 clients
* Communicating the value of 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.
* Creating and delivering strategic and operational plans which demonstrate the value of our services and ROI for our clients
* Delivering compelling insights through regular client presentations and debriefs
* Project managing the successful winning and implementation of solutions across our Futures Consultancy Suite alongside our team of Consultants

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

* At least 5-years strategic sales experience, ideally in a B2B environment
* Proven track record of identifying and growing opportunities with high-value clients
* An evidenced interest in consumer trends and the future consumer
* Be structured, organised and have honed data & analytical skills
* Excellent people and project management skills
* Confident communication and presentation skills, with a fluency in English

**What you will get in return:**

* Competitive base salary and commission plan
* Ongoing training and career development
* 28 days holiday plus public holidays
* Flexible working and good work life/balance
* Workplace pension

**Our people underpin everything that we do and we believe that the strongest performing teams have a lot of difference in them so are seeking a broad range of applicants for this role to actively diversify and create a company that is welcoming for all.**