

Strategic Client Partner

London

It's great to meet *you*.

A deeply commercial and relationship driven Strategic Client Partner, with experience in a similar role. Passionate about consumer trends, driving client value and best account plan practice, to push the limits of the value our unique capability and offer can deliver to our clients.
A curious and confident mind that challenges the status quo to deliver demonstrable results.

Our pitch to *you*, in 50 words.

For over 20 years, we've been applying trends to help our clients see further. We help business to see beyond the noise of today, to predict and drive a better tomorrow.

We focus on genuine challenges, find the right data and uncover trends that give our clients strategically compelling answers.

Your north star

To reveal what matters most, and enable success for every business.

The hats *you'll* need to wear.

You'll manage a portfolio of approx. 20 client accounts across a variety of sectors - FMCG, advertising, automotive, financial, media and retail.

You'll have full global retention and growth responsibility, and PnL accountability, ensuring sustainable revenue growth through a suite of innovative online tools and products.

You'll analyse your accounts at the level of strategic need as well as patterns in usage, in order to define and drive optimum client value. Identifying and expanding the footprint of who benefits directly from platform led foresight within our client's organisations.

You'll teach clients new and innovative ways to deliver greater operational impact using consumer insight and trends, and consequently maximise your portfolio size and earnings potential.

You'll develop a deep client knowledge and develop effective account plans, which will deliver value and serve to embed Foresight Factory into the client organization as a strategic partner that can use trends and data to help them 'See Beyond'.

You'll work collaboratively with our Consultancy team to architect the commercial framing of proposals that span a full range of consultancy solutions as well as subscription to our online trends platform Collision.

You'll deliver presentations and workshops to a range of client audiences, including C-Suite.

Why we should hire **you**.

You have over 5 years' experience in a in senior account management with confidence in leading on and offline relationships.

You have demonstrated success in revenue and profit generation; creative in delivering client value.

You are client obsessed, energetic and confident; a strong communicator (and presenter) with outstanding verbal and written English skills.

You have a passion for foresight, and confidence in data-led, highly analytical solutions to help our clients achieve their strategic goals.

You've worked with a range of client sectors including FMCG, advertising, automotive, financial, media and retail.

You're experienced Salesforce or other CRM tools for effective client management would be a plus too.

The rewards for being **you**.

- A competitive base salary
- Performance bonus scheme
- Workplace pension
- Flexible/hybrid working
- Exciting new co-working office
- 25 days' holiday plus public holidays
- Additional time off between Christmas and New Year in addition to your holiday allowance
- Cycle to work and personal tech schemes
- Wellbeing support programme
- We're a social bunch, who like to work hard and laugh hard.

Have we convinced you? What do the team say?

"Every single day is stimulating - always challenging with new brain fodder at every turn"

"We're fun and informal, not corporate, but still serious and committed to delivering excellence"

"We are never the boring one at the dinner table - always a perspective to add"

"We're curious and outspoken, on the good end of crazy!"

If we sound like the kind of company you would like to be part of, please send your CV and a covering letter (including any salary expectations) to
careers@foresightfactory.co

Please note, only applicants progressing to the next stage will be contacted.