



Strategic Partnership Manager

It's great to meet *you*.

A strategic, business development leader.
Capable of growing and shaping complex commercial relationships.
You thrive on storytelling to demonstrate value.
And use your passion to deliver mutual advantage.
You challenge the status quo to deliver extraordinary results

Our pitch to *you*, in 50 words.

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

Focusing on genuine challenges and opportunities and finding the right data to uncover trends that matter. We offer impact and compelling advantage, creating strategic partnerships with our world-leading clients.

Your single reason for being.

To develop and deepen the strategic partnership with select enterprise clients to help them 'see beyond', identifying what matters most to them, and enabling their success.

The hats *you'll* need to wear.

As Strategic Partner Manager, you'll be the 'CEO' of a small number of key client relationships. You'll develop and execute the partnership strategy, holding P&L accountability. You'll be wholly responsible for offer development and placement; substance design and support to delivery; relationship mapping; resource deployment; performance standard setting; delivery monitoring and key contract negotiations.

You will lead the strategic development of each client partnership, adding significant value where it's needed most. With a keen eye for competitive advantage, you'll seek out key areas of the client's business where strategic foresights can deliver the greatest impact.

You'll be confident and find comfort exceeding client and Foresight Factory expectations. Using tremendous skill, precision, and discipline with your application of foresight. An in depth understanding and knowledge of the Client's business model will be a must.

The Strategic Partner Manager will orchestrate the deployment of FF resource to deliver continuously improving services in all areas where the Client can draw value from Strategic Foresights.

You will develop and coordinate all external and internal relationships:

- External (Client senior leadership) - Client's leaders or experts in charge of the partnership; individuals in the Client's organisation selected on their importance to the overall relationship performance.
- Internal (Leadership and Organisation) – Reporting directly to the CEO – Commercial, you will support Foresight Factory leadership and service areas – content, consulting, platform, customer success, marketing etc.

Why we should hire **you**.

You're powerful in partnership. A highly experienced and successful senior leader, with over 10 years' experience building strong commercial relationships that last.

You deliver substance with style, against all odds, and with remarkable resilience, gliding from strategy to the finer detail with ease. Statesmanship is second nature, as are acute listening skills.

You're a curious and confident mind. A highly developed strategic thinker; with outstanding relationship capabilities and a solid track record of engagement, relationship building and negotiations at executive and senior levels.

Above all you're a diplomat, at ease managing "politics" in complex organisations; influencing their thought leadership, design and delivery in key service areas.

It takes confidence, rigour, creativity, teamwork, and a healthy dose of humility to lead transformation. If you're ready for the opportunity to learn and develop in a truly exciting leadership position, get in touch today.

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?

"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!"

"There's room for creativity and opportunity at all levels"

"We do not like standing still. We aim to be 5 steps ahead in the future"

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