

Enterprise Client Partner London

It's great to meet *you*.

A *highly motivated* and energised individual experienced in sourcing and winning revenue opportunities with high-value clients.

An *expert* in strategic and commercial best practice with a passion for delivering impact and value to clients through foresights

An *authoritative and effective influencer* amongst our client community and a natural at creating powerful partnerships that last

An *effective and inspirational team player* able to motivate and direct to ensure quality of proposal substance and solutions delivery

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 sort of things *you'll* be doing

You'll determine & pursue new outbound business opportunities and lead sophisticated sales strategies, securing new enterprise accounts, maximising your portfolio size and earnings potential.

With the impending launch of My Collision (which will add dynamic personalised updates & new AI capability into our already leading edge platform) *you'll* help drive the growth of the company, not only in numbers, but also in reach and impact, taking (especially our platform) success to the next level, from valuable to invaluable and essential.

You'll oversee with full global responsibility and P&L accountability the enterprise accounts you bring on board, creating value through strategic foresight, and sustainable revenue growth at the level of (and beyond) our existing top global clients.

You'll join our global client partner team, and work collaboratively with our Senior Customer Success Manager, driving client retention and growth through best practice and surpassing client expectation.

You'll illustrate how foresight can transform business strategy and commercial results by embedding a range of human and machine led solutions, pushing your individual thinking and Foresight Factory's capabilities.

You'll develop a deep client knowledge and create effective account plans that leverage and encompass multi-dimensional solutions combining platform subscriptions and consultancy suite products.

You'll work closely and supportively with our consultancy team to develop project proposals and deliver solutions that provide mutual advantage and value with our clients, helping them 'See Beyond'.

Why we should hire **you**.

You have a proven track record of identifying and growing revenue opportunities with high-value clients and can demonstrate your success in revenue and profit generation.

You have extensive experience of leading strategic, sophisticated sales and customer success across a range of client sectors such as FMCG, automotive, financial, healthcare, retail, and energy.

You are passionate about strategic foresight, consumer trends and data-driven insights to find compelling and value-driven solutions.

You are client obsessed, energetic and confident; a strong communicator who is able to build strong relationships at all levels of an organizations.

You have excellent people management skills, you know how to bring people along with you as a team, with the ability to adapt working style to influence, negotiate and find resolutions.

You have experience of using CRM and revenue platforms for effective client and pipeline management (desirable not essential).

The rewards for being **you**.

- A competitive base salary
- Incentivising commission structure
- Workplace pension
- Life insurance
- 25 days' holiday plus public holidays
- Additional time off between Christmas and New Year in addition to your holiday allowance
- Flexible/hybrid working
- Design-led co-working space in Shoreditch
- Free on-site gym membership
- 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!"

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