

Enterprise Client Partner

London

We are looking for a highly motivated and energised Enterprise Client Partner, with extensive account management experience with high-value clients across a range of sectors such as FMCG, automotive, financial, healthcare, retail, and energy.

Foresight Factory is a consumer prediction consultancy which cuts to the chase. Powered by our platform 'Collision' we provide uniquely specific answers to future customer questions. What we do is very deep, very smart and very commercial.

Home to a diverse team of unique talents our people are confident, embrace responsibility, and enjoy working collaboratively to understand what's important to our clients and always digging deeper to uncover new insights.

This role is perfect for someone with hands on experience within a service environment and a passion for strategic foresight, data-driven insights, and a natural at creating partnerships that last.

The sort of things *you'll* be doing

- Become an expert at using our platform and tools and develop an excellent understanding of our consultancy product suite.
- Take global responsibility, full ownership, and accountability for enterprise accounts hand picked by our CEO.
- Win and develop outstanding client partnerships at both organizational and individual level, to retain and grow a multi-million portfolio.
- Demonstrate the value of our services taking them from valuable to invaluable and essential, and extending successes in areas of our client's organisations to others - be they divisional, functional, or geographical.
- Develop a deep client knowledge, creating effective account plans that illustrate how foresight can transform business strategy and commercial results by embedding a range of human and machine led solutions.
- Seek out data-led projects offering a quality tailored consultancy solution to our clients, helping them reveal different answers for their business.
- Work together with our Consultancy team to develop project proposals, managing and delivering profitability solutions that provide high value impact helping our clients 'See Beyond'.
- Deliver, with account team support, platform related services such as reports and presentations demonstrating the value-led application of consumer insights and trend intelligence.



Why we should hire you.

- Your amazing track record of identifying and growing revenue opportunities with high-value clients, and demonstrable success in revenue and profit generation.
- Ability to create partnerships that last at all levels within an organisation and be an influencer of our client community.
- Great teamwork skills, you know how to bring people along with you, with the ability to adapt working style to influence and find solutions.
- Demonstrable competency in project management, operational planning and business development
- You're a confident communicator with great verbal presentation and written skills. Fluency in English, and another language would be a bonus.
- Have honed data and analytical skills, an interest in the future consumer, and knowledge across a range of client sectors.
- Experience of using CRM and other revenue tools for confident client and pipeline management
- Strong educational background and the relentless acquisition of new skills and expertise.

What you'll get in return

- Competitive salary and commission scheme
- Workplace pension with 3% company contribution
- 2 x base salary life insurance
- 28 days' holiday plus public holidays.
- Ability to swap existing public holidays for celebrations or holidays of other religions.
- Continuous professional development linked to company objectives and personal goals.
- Flexible work patterns and hybrid working
- Ability to work from anywhere in the world – 2 weeks per annum.
- Family friendly and compassionate leave policies
- Great design-led (*dog friendly*) office space in the heart of Shoreditch (theofficegroup.com)
- Free membership to on-site gym through Manor London (mymanor.london)
- Season ticket loans, cycle to work and personal tech schemes
- Wellbeing support programme
- End of quarter company celebrations and frequent team outings.

