

## Enterprise Client Partner New York

We are looking for an Enterprise Client Partner, with a broad sales aptitude and proven success in securing enterprise level deals through a strategic outbound approach, as well as confidence through the full-cycle sales experience.

Having worked client-side you will understand the client journey from engagement to delivery to retention by developing a partnership that remains as impactful as the solution. Candidates should have a passion for strategic foresight, and data-driven insights, to be able to tailor our services to meet the needs of clients across a range of sectors such as luxury, travel, 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.

### The sort of things you'll be doing

- Undergo a rapid onboarding program to gain a deep understanding of our platform and tools, and consultancy product suite. And be able to demonstrate their value and how they drive commercial success for our customers.
- Identify and lead the pursuit of new logo opportunities with C-suite level client prospects. Drawing upon your client-side experience, developing a diagnostic sales strategy and consultative approach that speaks to enterprise business problems and pain points.
- Develop a deep client knowledge, to create opportunities that truly expand the impact of foresight, transforming business strategy and commercial results by embedding a range of human and machine led solutions.
- Collaborate with our New Business and Consultancy teams to assess opportunities and develop customised solutions and strategic proposals, that drive significant growth in the market.
- Work together with Marketing to create targeted campaigns. Developing personalized and targeted campaigns to key decision-makers that resonate with identified personas and specific pain points.
- Build focused and trusted client partnerships at both organizational and individual level, to help grow the company's new logo portfolio, and meet and exceed targets.

### Why we should hire you.

- Proven success in winning new business/new logos through consultative selling, and amazing track record of identifying and growing revenue opportunities with high-value clients, and demonstratable success in revenue and profit generation.
- You can sell to multiple job functions from marketing, innovation, cx, corporate strategy and beyond. Creating relationships that last and ultimately strengthening our position within their organisation.

- You are energized and enthusiastic, self-motivated with a customer-success mentality, and a winning attitude.
- Your great teamwork skills, you know how to bring people along with you, with the ability to adapt working style to influence and find solutions.
- You are 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**

- A competitive based salary and commission structure.
- Company sponsored medical, dental, vision and life-insurance.
- 20 days' paid time off
- Extra time off between Christmas and New Year
- Observance of 10 state and federal holidays
- Ability to swap existing public holidays for celebrations or holidays of other religions.
- 40 hours of paid sick leave per calendar year.
- Continuous professional development linked to company objectives and personal goals.
- Employee Assistance Program (EAP)
- Flexible work patterns and hybrid working
- Family friendly and compassionate paid leave policies
- Great design-led WeWork office space near to Union Square
- End of quarter company celebrations and frequent team outings

