

Senior Strategic Consultant London

We are looking for a highly capable Senior Strategic Consultant with proven success in consultative selling through assessing opportunity, designing foresight solutions that drive transformational business value and change, and establishing relationships with clients and prospective clients, helping to win new business and logos 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 who is natural at creating partnerships that last.

The sort of things you'll be doing:

- Creating, selling, and overseeing enterprise level consultancy opportunities with C-suite level client prospects that demonstrate the value of our services, and drive commercial success for the business.
- Work in collaboration with our new business teams in both the US and UK to assess opportunities and provide support and guidance to our Client Partners and Consultants with designing solutions and developing proposals.
- Working alongside our Head of UK Consultancy, and as part of the wider consultancy leadership team, Global Consultancy Director and Head of US Consultancy, act as a bridge between our Consultancy and new business teams.
- Develop and lead on project proposals, managing and delivering the solutions that embed optimised human- and machine-led solutions to help our clients 'See Beyond'.
- Design long-term client journeys that embed Foresight Factory at the heart of business strategy and planning, delivering transformational client value by institutionalizing foresight across client stakeholders and business workstreams.
- Help clients and prospective clients identify and scope their foresight project needs, designing briefs in partnership with the client to ensure that the workstream meets organizational KPIs and macro strategic objectives.
- Become a trusted advisor and partner for key clients, providing incisive advisory services and being the go-to person for foresight consulting needs and business questions.

Why we should hire you:

- Highly experienced foresight consultant with tested capability to deliver large and complex consultancy sales opportunities and project oversight.
- 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.
- Can sell to multiple job functions from marketing, innovation, CX, corporate strategy and beyond.
- Have a passion for foresight with evidence of experience in strategic foresight methodologies that can help our clients achieve their strategic goals.
- A storyteller and have experience of multi-disciplinary approaches (using a mix of quant, qual, industry content, consumer trends etc.), pulling out strategic implications and recommendations, and finding compelling and visual ways to engage and build confidence across C-Suite level at major global brands.
- Self-driven, self-sufficient, structured and have great organizational skills. You are strategic with the ability to manage, navigate and collaborate in complexity and ambiguity, yet maintain a strong focus on outcomes.
- Have great teamwork skills, you know how to bring people along with you, with the ability to adapt working style to influence and find solutions.
- Confident communicator with great verbal presentation and written skills.
- Honed data and analytical skills, an interest in the future consumer, and knowledge across a range of client sectors.
- Strong educational background and the relentless appetite for the acquisition of new skills and expertise.

What you'll get in return

- Competitive salary commensurate with experience
- Performance and revenue related bonus
- 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.

