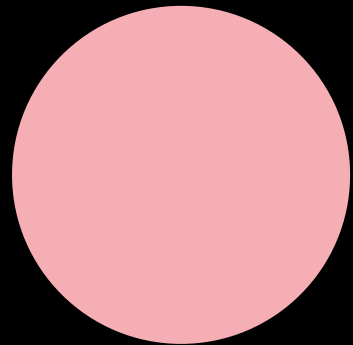
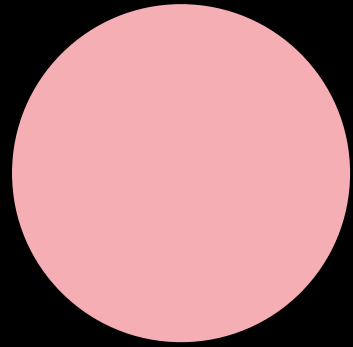


Savanta

**Role Specification:
Account Executive |
New Business**



Classified: Private

Location: NYC (Hybrid, 1-2 days per week onsite)

Business Area: Commercial

Reports to: Director, New Business

About the Role:

Account Executive | New Business | NYC

This position sits within the Global Commercial Team, with a specific focus on New Business. The role involves working with clients across our key sectors, with programmes spanning multiple methodologies and service levels, leveraging the full suite of Savanta products and capabilities.

Account Executives are accountable for driving commercial growth through new client opportunities. The role comes with the expectation of delivering (ideally exceeding) new business targets and operating with a tech-led and client first mind-set.

The key focus of this role is to grow new business, by acquiring new logos into Savanta, expanding our footprint in sectors and moving us into new/different sectors thereby laying the foundations for us to build long-term partnerships, win high value work, and substantially grow our market presence.

Collaborating closely, and building trust, with our internal teams, as well as external suppliers (most notably marketing) is key to delivering our overall new business strategy, making Savanta the partner of choice for a broad range of research opportunities.

For FY2027, the annual target will be approximately \$400k, including sales of Data as a Service (DaaS) products.

Commercial Strategy and Activities:

Proven ability to...

- Play a supporting role in delivering the overall strategy for new business, aligned to the company's vision and commercial growth objectives, and comprising the full range of new business sales techniques.
- Be accountable for revenue and growth targets for a specific territory/area/client base, consistently achieving (ideally exceeding) KPIs and monthly revenue targets.
- Develop - and be accountable for - new client business plans for portfolio, identifying new opportunities, revenue streams, and leveraging technology to ensure sustainable YOY double digit growth.
- Deliver proactive prospecting, creating initial conversations leading to opportunities.
- Manage and develop a range of client relationships.
- Effectively manage different client scenarios and buying personas ; as well as handle difficult conversations.
- Lead on credentials and proposals, with involvement in pitches, ensuring they positively represent the Savanta brand and follow best practice.
- Support, and engage with, our marketing and delivery teams to create and action compelling content/campaigns/events to drive lead generation and revenue growth.
- Embrace our strategy to put tech-enabled solutions at the heart of new business operations, delivering outstanding client service and optimized ways of working.
- Fully comply with all system admin, reporting, compliance and governance aspects of the role.

People & Team:

Proven ability to...

- Be a strong player within a high performing and supportive new business team, helping deliver a culture of continuous innovation, client obsession and service excellence.
- Actively contribute to the team, proactively share best practice and knowledge with the wider team.

- Build strong working relationships with internal and external stakeholders to drive a sustainable and differentiated offer for our new clients, with the objective to build long term high value client partnerships.
- Create progression plans and stretching objectives for mid-level/junior staff, ensuring they deliver against them, managing performance where required and taking corrective action (e.g. Performance Improvement Plans).
- Embrace the adoption of tech platforms/solutions and skilled in consultative, data and tech-driven selling.

Personal Development/ Profile at Savanta:

Proven ability to...

- Demonstrate strong knowledge across Savanta (our brand, capabilities, products etc.), the research industry, client worlds, the wider commercial landscape and demonstrate business acumen.
- Build a visible profile across the team and wider business.
- Embody company values and meet performance expectations.
- Promote global best practices, innovation, and collaborative ways of working.
- Contribute positively beyond core responsibilities through initiatives like Career Management.
- Actively own personal development goals and work closely with managers to achieve them.

About You:

Account Executives are experienced at managing a portfolio of new logo clients, delivering against revenue and growth targets – utilising the full suite of sales techniques and leveraging Savanta’s capabilities and products.

They have a comprehensive and applied knowledge of commercial practices, tech solutions and research and insight techniques. Proactive and driven – focused on growth and identifying new opportunities to promote and sell the Savanta offer across your territory as well as sharing and driving best practice with the team.

Strong execs are self-starters, proactive and organised, managing your own time effectively, taking ownership for your actions and deliver, building strong client relationships, but also having the confidence to reach out for support as needed.

A tech-first mindset is essential as we pivot from a traditional market research business into a cutting-edge technology-first insights company.