

Savanta

Role Specification: Global Head of Wealth

Classified: Private

Location: London or New York (Hybrid, 2-3 days per week onsite)

Business Area: Research Delivery

Reports to: Chief Delivery Officer

About the Role:

Global Head of Wealth | Research | London or New York

The Global Head of Wealth is one of the senior leaders within Savanta, critical to our growth, and part of the Research Delivery team which will transform the business to create a successful and market leading player in the industry.

They will be responsible for shaping and executing a Global Wealth strategy to drive growth for Savanta, own a substantial revenue target, and ensure we meet the primary growth KPI of revenue, as well as supporting other key financial metrics such as profit and margin.

Responsible for leading and developing a high performing global Wealth team based in London, EMEA and the Americas, they will need to combine in-depth Wealth audience insight, technical research expertise, outstanding client servicing & delivery practices, as well as a strong commercial mindset to expand Savanta's market presence in this area.

A key focus is strategically growing our non-UK work, notably in the US and Asia. We have well-established client relationships across many sectors including automotive, fashion & beauty, travel, financial services and drinks as well as an entry level global Omnibus programme – all of which provide a robust foundation on which to globalise and grow our Wealth offer.

Through vision and collaboration, the Global Head of Wealth will transform a robust foundation in place, i.e. a strong and well-embedded UK team, by identifying and growing new opportunities to make Savanta the definitive name when it comes to Wealth Insight & Consulting within the industry.

Commercial Strategy and Activities:

Proven ability to...

- Design and deliver the overall Global Wealth Strategy, adapting for regions as required based on the maturity of the different markets, aligned to the company's vision and commercial growth objectives, and comprising the full range of products, research approaches and propositions.
- Identify new business opportunities, markets, and revenue streams, by leveraging technology to ensure sustainable Year-over-Year double digit growth.
- Develop strategies to grow and retain existing blue-chip and key accounts, ensuring world-class client service and management.
- Put tech-enabled solutions at the heart of delivery operations to deliver outstanding client service and optimized ways of working.
- Lead and support on high level & value pitches, including to C-Suite audiences.
- Develop and implement an effective client management and delivery plan to ensure maximum utilisation across the team and hold your senior team members to account to ensure delivery of their actions within this area.
- Own a substantial target of £3.5M with sole commercial responsibility for the maintenance and growth of existing accounts (i.e. outside key ones owned by Commercial).

People & Team:

Proven ability to...

- Build and develop a high performing Wealth team fostering a culture of continuous innovation, client obsession, and service excellence.
- Create a high performing Wealth leadership team that is empowered and held accountable for delivering the team strategy within regions & sectors, and able to manage all levels of talent within the team.

- Forge strong working relationships with internal stakeholders, notably Head of Client Commercial & Marketing to co-create impactful sales strategies and marketing campaigns to drive leads and pipeline.
- Be part of a high-level leadership team able to create strong peer-to-peer relationships to identify ways to collaborate and drive more effective and efficient ways of working, to optimise resources & knowledge, and to provide solutions to help solve division-wide issues and concerns as and when they arise.
- Lead recruitment strategy for the team.
- Create progression plans for senior staff with appropriate responsibility and empowerment including account management responsibility for their accounts and required margin levels on their projects.
- Identify & deal effectively with underperformance among senior/mid-level staff, implementing and running Performance Improvement Plans in a timely manner.
- Drive adoption of tech platforms / solutions and nurture a Wealth team skilled in consultative, data and tech-driven delivery.

Personal development / Profile at Savanta / Savanta-wide role:

Proven ability to...

- Raise the profile of the organisation through external speaking and/ or networking opportunities and regular content/thought leadership via our marketing channels.
- Implement division-wide initiatives, ensuring effective commitment from staff and meeting of KPIs.
- Maintain and build a strong and relevant network, staying connected to a range of clients, influencers and stakeholders, leveraging relationships to build strong long-term partnerships.
- Identify opportunities to improve internal processes / ways of working and create a plan for implementation of continuous best practice both within team and beyond.
- Embody company values and meet performance expectations.
- Promote global best practices, innovation, and collaborative ways of working.

About You:

As Global Head of Wealth, you are a highly strategic individual, capable of having accountability for substantial revenue targets, able to identify growth opportunities as well as deal with any problem and issues effectively and efficiently.

Able to grasp the bigger picture beyond their own core remit, be a fast-paced autonomous worker, able to create strong working relationships with their peers, and able to set high performance expectations within their team to ensure overall efficiency, productivity, and high-quality outcomes.

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