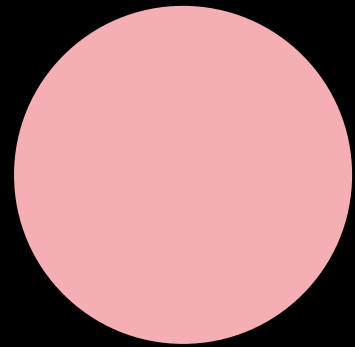
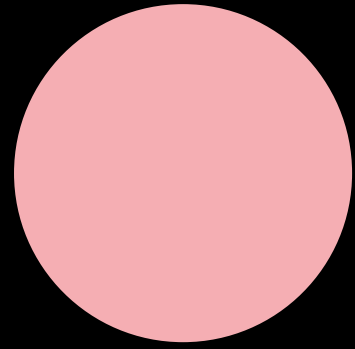


November 2025

Savanta

**Role Specification:
Vice President | FS
Lead UK & EMEA**



Classified: Private

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

Business Area: Global Brands

Reports to: Global Head of Brands

About the Role:

Vice President | FS Lead UK & EMEA (Global Brands) – UK | London

A VP (FS Lead) will be a senior leader in one of the four Global RIC Research Delivery Teams within Savanta, working closely with the Head of the team to create a highly productive, efficient, and effective team able to meet required financial KPIs.

They will be responsible for shaping and executing our FS strategy in the UK 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 FS-aligned team within Brands based in London, you will need to combine in-depth FS sector insight, technical research expertise, outstanding client servicing & delivery practices, as well as a strong commercial mindset to expand Savanta's FS presence in the UK market, and, overtime, the EU. At the same time, you will be expected to build strong working relationships with the overall team FS leads who are based in the Americas to share best practice and enable the development of more global client relationships.

A key focus is strategically growing our product revenue, notably our syndicated commercial banking programme, BrandVue and Virtual Personas, as well as supporting the growth of our FS Wealth client work. We have well established client relationships across many clients including banks, insurers, Wealth Management - all of which provide a robust foundation on which to globalise and grow our FS offer.

Through vision and collaboration, the FS Lead 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 FS research within the UK industry.

Commercial Strategy and Activities:

Proven ability to...

- Play a key role in the design and delivery of an FS Strategy aligned to the company's vision and commercial growth objectives, and comprising the full range of products, research approaches and propositions.
- Play a strong contributing role alongside the Team Lead to develop a clear new business & growth strategy and vision & purpose for the broader Global Brands team as a whole.
- Identify new business opportunities, markets, and revenue streams, by leveraging technology to ensure sustainable Year-over-Year double digit growth in the FS domain.
- Support management of a commercial sales pipeline and to provide accurate and reliable forecasts to the Head of the team so that they can report upwards.
- Run high level pitches to C-suite audiences.
- Work closely with an internal Marketing & PR team to create a clear outreach strategy to drive growth through leads and improved pipeline.
- Own a target for account management (outside key accounts) with sole responsibility for maintaining and growing those accounts to meet target.

Delivery Excellence:

Proven ability to...

- Have in-depth knowledge of the FS Sector and knowledge of research methods, the process and application of all techniques to be able to lead key client accounts as well as play an advisory role.
- Work with and deliver to C-suite level and senior stakeholder audiences.

- Turn around failing client accounts/relationships, deliver corrective action and ensure continued client satisfaction and advocacy (as measured by our Client NPS programme).
- Help develop and implement an effective client management and delivery plan and work with the Head of the team to ensure maximum utilisation across the team and hold your senior team members to account to ensure delivery of their actions within this area.
- Put tech-enabled solutions at the heart of delivery operations to deliver outstanding client service and optimized ways of working.

People & Team:

Proven ability to...

- Play a key influential role in setting the culture of the Global Brands team, fostering a culture of continuous innovation, client obsession, and service excellence.
- Manage and develop a high performing team which consistently meets expected performance targets in terms of revenue, company compliance, 360 feedback, utilisation, and client feedback (NPS).
- Create progression plans for senior/mid-level 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.
- Forge strong relationships notably with peers in other divisions and Global leads to ensure best practice and shared learnings, optimising resource requirements, and optimising our proposition for winning new business and delivering inspiring outputs.
- Be an active member of the divisional senior team working with the Head of the team to ensure research delivery performance is closely managed with clear lines of accountability across accounts and any sub-sectors / audiences. Ensuring strong performance management, and high quality of delivery of the team as a whole.
- Drive adoption of tech platforms / solutions and nurture a FS-aligned 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.
- 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 a VP, you will have a highly developed research & insight knowledge as well as management capability. Experienced in being part of a senior leadership team and be comfortable having accountability for revenues, high profile strategic initiatives, and a high performing team.

Able to identify problems and proactively put corrective plans in place, adapting team strategy as required. You are a fast-paced autonomous worker and be able to delegate as appropriate to senior/mid-level team members 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.