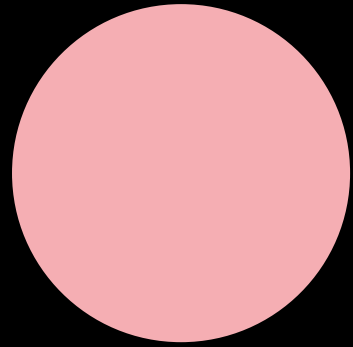


May 2026

Savanta

**Role Specification:
VP | Global Key Accounts**



Classified: Private

Location: US

Business Area: Commercial

Reports to: Global Chief Commercial Officer

About the Role:

VP | Global Key Accounts | US

This position sits within the Global Commercial Team and reports directly into the Global CCO. As VP you will create, own and continually maintain part of Savanta's Global Key Accounts portfolio, defining the priority account universe, qualifying and onboarding accounts into a structured key account programme, and sustaining executive-level relationships that deepen engagement and deliver long-term, higher-value partnerships.

As a recognised commercial leader and figurehead, the role works closely across Commercial, Delivery and other Savanta teams to deliver growth and profitability, embed best practice and ensure service excellence.

Commercial Strategy and Activities:

- Build and actively manage a portfolio within the Global Key Account 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 sales techniques.
- Identify new business opportunities, markets, and revenue streams, by leveraging technology to ensure sustainable YOY double digit growth.
- Define the key account portfolio: selection criteria (ICP), segmentation/tiering, whitespace assessment, prioritisation, and a 12–24-month pipeline plan to continuously add new priority accounts.
- Build and actively manage a portfolio of blue-chip and key accounts - setting clear entry/exit criteria, account tiers and coverage model; ensuring world-class client service, retention and profitable growth.
- Implement rigorous account planning and governance (e.g., quarterly account plans, opportunity clinics, exec sponsor model, and risk/renewal reviews) to protect revenue and accelerate expansion.
- Demonstrate clear business and commercial acumen, engaging the most senior audiences on how their business works, challenges, wider industry and business influence, with the ability to tie back to Savanta products, solutions and capabilities.
- Create and maintain C-suite stakeholder maps and relationship plans for priority accounts, including multi-threading and succession planning to reduce single-contact dependency.
- Put tech-enabled solutions at the heart of key account operations to deliver outstanding client service and optimized ways of working.
- Design and deliver key account client feedback mechanisms, putting the voice of customer at the heart of the organisation to create a culture of customer obsession.
- Own key account portfolio performance measurement and reporting (e.g., revenue, margin, retention/renewal rate, share of wallet, NPS/CSAT, pipeline coverage, and forecast accuracy), using insights to course correct.
- Lead and support on high level & value pitches, including to C-Suite audiences.

Key Account Portfolio Management:

- Drive retention and expansion across the portfolio, including renewal planning, multi-year agreements, cross-sell/upsell strategies and coordinated growth plans with divisional leads.
- Ensure robust handoffs and end-to-end account health management (delivery quality, issue resolution, stakeholder satisfaction, and proactive risk mitigation).

- Partner with Marketing to build account-based marketing (ABM) and thought leadership plans for priority accounts, increasing share of voice and senior engagement.

People & Team:

- Play a strong support role within a high performing team, fostering a culture of continuous innovation, client obsession and service excellence.
- Actively contribute to the team, leading meetings, sharing knowledge, elevating both approach and delivery and driving best practice.
- Support delivery of our recruitment strategy.
- Forge strong working relationships with internal stakeholders, notably Head of Client Delivery and Tech (alongside Commercial peers) to create a sustainable and differentiated offer for our new clients, with the objective to build long term high value client partnerships.
- Play an influential role, alongside CCO, in driving adoption of tech platforms/solutions and nurture a team skilled in consultative, data and tech-driven selling.

Personal Development / Profile at Savanta:

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.
- Build / maintain 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.
- Deliver excellent and impactful communication, collaboration and presentation skills.
- Embody company values and meet performance expectations.
- Actively own personal development goals and work closely with managers to achieve them.
- Contribute positively beyond core responsibilities through initiatives like Career Management.
- Promote global best practices, innovation, and collaborative ways of working.

About You:

VPs are part of the group of leaders who deliver key elements of the overall business strategy, working closely with the most senior leaders at SVP level+. Highly visible across the business you must always lead by example.

Collectively and individually, you will take on Savanta's financial targets, devising and executing strategies to deliver results at or beyond targets. You will ensure work is done to the highest standards and manage the financials within your area.

Key responsibilities include helping to achieve global revenues and identifying new and growth opportunities (own area and across the business), ensuring we maintain a strong focus on clients and client focused working practices, supporting and developing our people and approach across the wider Commercial team; and lead teams of high-performing employees.

Strong VPs are highly strategic, aware of needs and issues beyond their own area, deliver strong profits, and are highly respected by colleagues and clients.