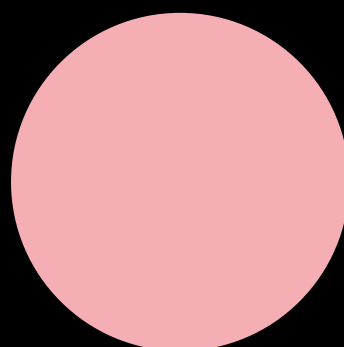
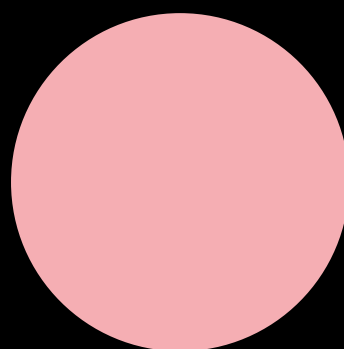


Savanta

Role Specification: Vice President



Classified: Private

Location: U.S. Remote or NYC Hybrid (2-3 days per week onsite)

Business Area: RIC

Reports to: SVP, Research, Insights, and Consulting

About The Role:

As Vice President, you will be responsible for leading and developing a high performing - aligned team, you will need to combine in-depth technical research expertise, outstanding client servicing & delivery practices, as well as a strong commercial mindset.

You will own and grow an existing account portfolio, acting as a strategic advisor to those clients while driving new business growth across the Americas. You'll bring a tech-first mindset to how we deliver insights, pushing our team and our clients beyond traditional research methods toward faster, more technology-enabled ways of generating insight.

You'll also play an active role in connecting the Americas strategy with our global teams, building relationships with practice leads across regions to share best practice and support global client relationships where they intersect with Americas accounts.

Key Responsibilities

Commercial Strategy and Activities:

- Own an existing account portfolio, maintaining and growing those accounts to meet target.
- Act as a strategic consultant to key accounts, identifying opportunities to expand scope and deepen client relationships
- Identify new business opportunities, markets, and revenue streams, to ensure sustainable Year-over-Year double digit growth.
- Support management of a commercial sales pipeline and to provide accurate and reliable forecasts.
- 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.
- Play a strong contributing role to develop a clear new business & growth strategy and vision & purpose for the broader Global team as a whole.
- Play a key role in the design and delivery of a Strategy aligned to the company's vision and commercial growth objectives, and comprising the full range of products, research approaches and propositions.

Delivery Excellence:

- Have in-depth knowledge of the 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.
- Ensure high-quality, insight-led delivery across all client engagements
- Turn around failing client accounts/relationships, deliver corrective action and ensure continued client satisfaction and advocacy (as measured by our Client NPS programme).
- Maintain oversight of project quality, timelines, and methodology rigor across the team's portfolio
- Monitor and manage team utilization to balance delivery quality with commercial performance
- Bring a tech-first mindset to client solutions, championing AI-enabled and technology-driven research approaches over traditional methodologies

People & Team:

- Play a key influential role in setting the culture of the 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).
- Set clear individual progression plans for team members and actively support their growth
- Create progression plans for senior/mid-level staff with appropriate responsibility and empowerment and actively support their growth.
- 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 team skilled in consultative, data and tech-driven delivery.
- 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.

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

- Build strong working relationships with practice/sector leads across other regions to share best practice and support global client relationships
- Represent the Americas region in cross-regional strategy discussions and global initiatives
- Contribute to thought leadership through LinkedIn, industry events, and other external-facing channels
- Embody company values and meet performance expectations.
- Actively pursue your own professional development, staying current on emerging research methodologies and technology tools
- Actively owns personal development goals and work closely with senior lead to achieve them.

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 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 transform from a traditional market research business into a cutting-edge technology-first insights company.