

A DAY IN THE LIFE OF...

RICHARD KELLY

Richard Kelly is a Director and Head of New Product Development. Richard joined Foresight Group in 2015 from Accenture Strategy where he spent over 8 years advising clients across a broad range of industries - M&A, corporate strategy and new product development.

My alarm goes off at...

At 6:30am if I am doing a workout and 7:15am if not. Either way, every day starts with a double espresso and reading The Week/Economist on the tube ride into the office.

In my role, I am responsible for...

Leading the creation, identification and screening of new investment product ideas. I lead the development of particularly attractive ideas into a fully-fledged concepts and new product business plans. I secure Executive Committee approval to launch new products and oversee the implementation of the concept into a live new product.

I got the job after...

8.5 years' experience doing Strategy and M&A Consulting at Accenture Strategy.

My typical day is...

Never the same. At any one time I will typically be working on 3 to 4 new products, all at different stages of development. Once a product is launched I'll track the product's performance versus the Business Plan, support the sales teams with fundraising and generally 'incubate' the product until it's 'off the ground'.



The best part of my job is...

How quickly I can take an exciting idea and launch a new product. It is enormously satisfying to go from idea to seeing the very first investment come into a newly launched product, in typically less than 6 months.

The most challenging part of my job is...

The known unknowns. New products are often in new or adjacent markets where Foresight currently operates where we might not have lots of direct experience. Without detailed experience it makes planning a real challenge.

A career highlight for me is...

Having the idea, leading the development of and launching the Accelerated Inheritance Tax Solution. The product went on to become a 'blockbuster', increasing Foresight's fundraising into the area by 5X, increasing our market share by 4X and winning a best product industry award.

Foresight is a great place to work for people who are...

Highly entrepreneurial, ambitious, self-starters.

A smarter career for a smarter future. **It takes Foresight.**

hr@foresightgroup.eu