

RECRUITMENT

ETS Global BV is a wholly owned subsidiary of Educational Testing Service (ETS), the world's largest private educational testing and measurement organization and a leader in educational research. ETS, headquartered in Princeton, NJ USA, is dedicated to serving the needs of individuals, educational institutions, and government bodies in nearly 200 countries. ETS develops and administers more than 12 million tests worldwide on behalf of clients in education, government and business.

ETS Global BV, the international subsidiary of ETS, with headquarters based in Amsterdam, the Netherlands and in Paris, France, is currently recruiting a:

Sr. Sales Development Manager

Main duties:

The Sr. Sales Development Manager will be responsible for the development and implementation of business development plans, key account management and achieving revenue targets.

Main responsibilities will consist of:

- Drive revenue growth in academic, language schools and corporate sectors and establish institutional relations (Ministries of Education),
- Responsible for the development and the implementation of a comprehensive business strategy and tactics in identified countries in Western / Northern Europe with a special focus on Germany and German speaking countries, in line with guidelines provided by ETS Global BV,
- Identify new partnership opportunities and drive business development resulting in new clients for the region,
- Ensure management of key accounts to deliver on their contracts,
- Recruit, manage and support local distributors and public test centers,
- Strong involvement in building and implementing business & marketing plans and support clients and partners with events and seminars,
- Work with projects, respond to tenders and coordinate accreditation processes,
- Ensure the implementation of standardized operational procedures in branch and by partners,
- Ensure compliance with all legal, contractual, security and statutory requirement of the business.

Education / Job requirements:

Relevant Years of Experience Required:

- At least 5 years work experience in sales and Business development including in an international setting

Education, Certifications, or Special Licenses

- MA degree (MBA a plus)

Other Desired Requirements

- Experience in managing a sales portfolio of 1M euro or higher
- Ability to drive results
- Knowledge of the learning and assessment market in Northern Europe and Germany in particular
- Experience managing distributors' network and developing new business, managing relations with the governmental structures (Ministries, Embassies, etc)
- An existing network in and excellent networking skills
- Excellent written and verbal communication and negotiation skills
- Very good presentation and public speaking skills



GLOBAL

A subsidiary of Educational Testing Service

- Organizational skills, flexibility, sense of responsibility
- Autonomy and priority management
- Fluent in English TOEIC Score > 900 (level C1 of the CECRL) and a very good command of German language

More information :

Full time position – based in Paris (France) or Amsterdam (The Netherlands) or potentially in Germany

To apply, please send your **CV and a cover letter** by February 15th, 2021 to: recruitment@etsglobal.org

Only selected candidates will be contacted.

www.etsglobal.org – www.ets.org