

RECRUITMENT

With more than 3200 employees worldwide, ETS is the world's largest private educational assessment and research organization. Our mission is to advance quality and equity in education worldwide. ETS's assessment tools, such as the TOEFL® test and the TOEIC® test, are internationally recognized in the world of Education and Business.

ETS Global, the international subsidiary of ETS, is recruiting.

KEY ACCOUNT MANAGER

(workplace: Warsaw ,Poland)

Main activities:

- Drive business expansion in academic, language schools and corporate sectors and establish institutional relations (Ministries of Education) in Poland and other allocated regions
- Maintain long-term relationships with existing partners and acquire new clients
- Actively identify new business opportunities within the field of language assessment
- Monitor objective achievement and revenue generation
- Prepare offers and lead product presentations for clients
- Conduct negotiations and prepare contracts
- Work with market support team in order to coordinate marketing activities in country and at distance
- Participate in, coordinate or manage specific fairs and events

Qualifications:

- At least 2 years sales experience working in an international environment
- Strong written and verbal communication skills in English (C1);
- Experience in managing key clients and developing new business independently
- Excellent autonomy, priority and time management skills
- Availability to travel on business
- Knowledge of educational and language teaching fields would be an asset

Information:

- Contract of employment
- Basic salary + bonus depending on performance
- Benefits package (private health care, insurance and sport card)
- Convenient location close to the city center
- Work in a young team of professionals

To apply, please send your CV and a cover letter to: recruitment@etsglobal.org

Please enclose the following clause: „I hereby agree to the processing of personal data included in my application for the needs necessary to carry out the recruitment process in accordance with art. 6 par. 1 lit. a Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of individuals with regard to the processing of personal data and on the free movement of such data and repealing Directive 95/46/EC (General Data Protection Regulation).”