

# JOB VACANCY

## REGIONAL SALES DIRECTOR (EUROPE) - Full Time

**ITX advises international organisations on Global Mobility Matters.**

We help international organisations achieve simplification of expatriation programs and better cost control in full compliance with regulations. Our services range from "on request studies" to fully-operational solutions.

Do you have strong customer focus and like developing sales proposals?  
Do you enjoy being in a challenging role?  
Are you a dedicated team player and rigorous in your work?

If so, we might be looking for you!  
To strengthen our team, we are currently looking to hire a:

### Regional Sales Director (Europe)

100%

#### How you can help ITX

- Develop and demonstrate expertise in ITX's services and value proposition to its clients by promoting ITX's brand solutions in European markets
- Create a pipeline of promising target clients, establish and maintain strong relationships with prospects, identifying their organizational needs and priorities
- Align internally on proposals' scope, pricing and timelines
- Lead the development of sales proposals and subsequent negotiations until a Service Agreement is signed
- Identify new/evolving needs, propose new services, monitor the overall satisfaction and feedback of existing clients and prospects in the relevant European markets
- Provide the necessary education and training to help prospects understand how ITX services can support their needs

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- Constantly monitor the competitive landscape to identify opportunities for ITX
- Develop a strong network of channel partners

### **What you can bring with you to ITX**

- At least 15 years of experience in International Mobility
- Compensation & Benefits and / or Tax with strong Global Mobility experience within a Big Four or large International Corporation at a senior level
- A minimum of 5-7 years of experience in a Sales / Business Development role, selling services and solutions, with demonstrated track record of achieving positive business results
- Experience in developing and executing sales and channel strategies, defining service requirements and managing successful service commercialization as well as contract negotiations with senior stakeholders
- Excellent written and spoken communication and presentation skills in English (a second EU language would be an advantage)
- Strong customer focus including follow-up of commercial deliveries and anticipation of prospects' needs

### **Immediate start date**

We are already looking forward to meeting you.

A full application can be sent by email to [mferraro@itx-sg.com](mailto:mferraro@itx-sg.com) (CV, motivation letter, certificates and diplomas).

We will only respond to applications meeting the above-mentioned requirements; Placement agencies please abstain.