

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

JOB VACANCY

REGIONAL SALES DIRECTOR (EUROPE) - Full Time

- 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 (CV, motivation letter, certificates and diplomas).

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