

JOBDESCRIPTION IHH-09-039



Country Leader / Region Director European Countries (m/f)

**Location:
Major commercial centre in Europe**

CLIENT

Tasks

Requirements

Job Offer

Contact

Our Client

Our client is a profitable rapidly growing supplier of accelerated technology training across a range of European countries. The business, commercial and operating model is highly differentiated and has proven very popular with individual contractors and companies aiming to up-skill and certify quickly. As a result our client has won a number of industry awards and achieved profitable growth of 150% over the past three years.

Our client's European subsidiaries are established businesses with and a proven business model.

Our client has a well developed template for the business covering web based marketing, sales, operations, course delivery and finance. The courses lead to industry recognised qualifications such as MCSE and CCNA for which there is a massive market in Europe.

Client

TASKS

Requirements

Job Offer

Contact

Tasks & Responsibilities (1)

Our client requires a high energy entrepreneur to drive the German and Eastern European business. The successful candidate will need to be highly sales oriented, but also have the ability to manage and motivate a team. We are looking for someone who has the commitment to get directly involved with the business and in return our client offers the opportunity to benefit from the success of growing a successful enterprise.

Specific duties will involve:

- Lead and manage a subsidiary (France, Southern Europe, Eastern Europe, Benelux, i.e.) and UK based Sales team.
- Selling high quality accelerated technology training to your market.

Client

TASKS

Requirements

Job Offer

Contact

Tasks & Responsibilities (2)

- Build and grow the operation based on your country success to date.
- Build a high energy telesales operation capable of hitting aggressive sales targets.
- Lead the definition of your country's marketing strategy.
- Lead the organisation to meet quarterly revenue and profit goals.
- Develop a plan and report to the board on progress each month and quarter.
- Collaborate with other subsidiaries to optimise resources

The successful candidate will report directly to the board and will have the opportunity to generate high levels of earnings based on successful execution of the growth plan.

Client

Tasks

REQUIREMENTS

Job Offer

Contact

Requirements

- A native speaker who demonstrates considerable relevant experience working directly in the country .
- Entrepreneur with experience of leading and managing a technology based- sales business.
- Strong sales and marketing background with emphasis on selling a relatively high volume of premium priced products to corporate customers.
- Experience of sales of an intangible product (for instance training, recruitment or professional services) would be advantageous for the candidate in securing this role.
- Operational and financial management experience, including prior responsibility for a P&L would be desirable although not essential (UK based operational support can be made available).

Client

Tasks

Requirements

JOB OFFER

Contact

Our Client Offers

- Depending on the calibre and background of the successful candidate a range of remuneration options are available from a mix of equity/salary and profit share.
- Although not a pre-requisite for the candidate to be successful in securing this position, it would be seen as a significant advantage if the candidate was prepared to buy into the subsidiary either via salary sacrifice or direct investment.

Client

Tasks

Requirements

Job Offer

CONTACT

Interested?

For further information please consult our Managing Director, Claus Schneider.



Claus Schneider

Managing Director

Phone +49 (0) 89 456 944 33

Cell +49 (0) 172 68 35 910

E-Mail Claus.Schneider@i-h-h.com

Web <http://www.i-h-h.com>

Country Leader / Region Director (m/f)

IHH INTERNATIONAL HEAD HUNTERS

Management- und Personalberatungsges. mbH

Räterstraße 24, 85551 Kirchheim / Munich

Geschäftsführender Gesellschafter: Claus Schneider

Amtsgericht München, HRB 107204

© 2009 IHH. Alle Rechte vorbehalten.