

Business Development Executive

The Global Mobility Executive is a fast-growing international organisation that creates events and platforms for senior Global Mobility & HR Leaders to share challenges, strategy, explore trends and source ideas in private, collaborative, peer to peer environments. Taking place across the Americas, EMEA and APAC, our virtual, hybrid and face to face events consist of a series of Leaders Exchange meetings and multiple larger scale conferences.

We have a high energy, young and remote team who engage with providers from some of the leading companies across the world, learning about what specific challenges they help solve and providing them with a platform to engage their target audience, positioning them as though leader within their field.

The successful candidate will be working across a portfolio of events, consulting with senior stakeholders who represent service providers that target the Global Mobility & HR community. These organisations will be offered a unique opportunity to drill down into specific topics with a select group of their target audience, giving them direct access and ultimately impacting their business development objectives whilst representing significant ROI.

- Engaging with industry service providers globally (via telephone and email)
- Building personal relationships, networking and winning new business
- Marketing, research and lead generation
- Prospecting, presenting & negotiating
- Project management - understanding project specifications/timelines and communicating internally between teams - remotely

Global Mobility Executive Benefits

Remote Work – work from almost anywhere, ideally within our main markets in EMEA or US

Earning – we offer a great remuneration package with a market leading uncapped commission package

Culture – we are a dynamic, modern, fun & friendly team with a host of different skill sets. Hard work, agility, ambition, results and constant sense of fun are what keeps us ticking

Travel – visit some amazing places

Personal Development – we offer our people a tailored development road map

Fun – we host a Christmas & Summer party each year and also have an annual fundraising event

CSR – we work in partnership with United World Schools and have just opened our first school in a remote village in Cambodia for 150 children [click here](#) to watch a short video and hear our story our entire team have been involved in the various initiatives that have helped make this happen

What are we looking for?

EQ | ENERGY & AMBITION | Experienced B2B Sales Executive | Strong Business Acumen and Commercial Awareness | Ability to Engage with Senior-level Decision Makers | Listening, Communication & Time Management Skills | Innovator | Passion for International HR, Mobility & Travel | Creative and Inventive Outlook | Negotiation and Closing Skills
Contact

Please submit your CV and a short cover letter to alex@globalmobilityexecutive.co before Friday 28th January 2022