

Head of Business Development & Sales

Eurocentres, offer students from all over the world the opportunity to learn a language and expand their horizons through incredible immersion programmes. Everyone is different and so we tailor our products to suit individual needs.

The Head of Business Development and Sales (HBDS) will be charged with directly leading our sales go-to-market execution, including growing and leading our multi-channel business development strategies.

This is a critical senior position within Eurocentres, leading and developing a successful multi-disciplined team, across various locations around the world. The role will require significant travel and requires an 'execute with excellence and speed' mentality.

The HBDS is responsible for developing, establishing and executing a global strategic plan to grow revenues/profits through Agents, Groups, Government sales and Partnerships (or other revenues where possible ie in-country business, consulting, franchising etc).

We're looking for someone to exceed Eurocentres sales targets and goals, by maximising the sales teams productivity in fostering a culture of high accountability, strong work habits and establishing a continuous learning environment.

You will be a senior commercial lead, with experience of working in an entrepreneurial, collaborative and dynamic environment, constantly achieving business goals.

Success will come to someone who can demonstrate a proven track record of leading a multi-disciplined business development and sales team; a visionary, who can also deal successfully, with the unexpected.

We offer:

- Base salary + competitive, uncapped bonus
- 20 days holiday, plus bank holidays
- Central office in London
- 1 day off for your birthday because you deserve it
- An entrepreneurial, multi-cultural, driven and creative team
- The opportunity to stamp your mark, in a growing, global business

About Eurocentres Global Language Learning Ltd

Eurocentres, founded in 1948, is a global provider for English courses and one of the pioneers in the language travel industry. Today the company operates a network of schools in English speaking countries worldwide as well as schools of French in France. We aim to promote understanding between people and bridge national, cultural and social barriers. Our mission is to prepare individuals to study, work and live successfully in a foreign language and culture.