HEAD OF SALES AND ADMISSIONS

THNK has a grand mission: to develop and support creative leaders around the world with the purpose to resolve large societal challenges. THNK wants to scale its impact 100-fold by engaging one million people across the world in a learning journey by 2023. We cannot do this without an ambitious, commercial director with a heart, to curate the executive leadership program.

THNK’s Executive Leadership Program (ELP) is a 6-month part-time executive program that equips participants with the vision, mindset, and skillset to increase their impact and unlock their full creative leadership potential. Through in-person experiences and curated cross-pollination of people, frameworks and perspectives, the program helps participants to develop their initiative while growing as a leader and expanding their global network.

ACCOUNTABILITIES

• Own and aim to exceed annual participant recruitment targets
• Develop and implement recruitment strategies; find new and creative ways to attract distinctive participants
• Oversee and manage the sales and admission team (2 team members); define key strategic priorities and set clear, ambitious and measurable goals; hold team members accountable for achieving sales objectives
• Build and maintain strong relationships with (potential) participants and key contacts; deploy most effective channels, media and events
• Effectively communicate THNK’s value proposition and present THNK and the ELP convincingly to potential participants
• Manage selection/interview process, lead decision meetings and manage all follow up
• Provide thorough reporting and analytics; work in close collaboration with marketing and community to understand business insights and evaluate lead generation, pipeline and conversion rates
• Observe trends in the market and understand competitive landscape
• This role reports to the Global Director of Engagement

WHO WE ARE LOOKING FOR:

• Minimum 5 years’ experience in a commercial/talent recruitment role in an international environment ideally for an organization renowned for its ability to attract top creative talent
• Bachelor or Master’s in Business, Marketing, HRM or equivalent
• Strong work ethic and “hands on” approach
• Persistent, proactive, and a self-starter
• Ability to develop strong relationships and credibility with participants and, across the organization
• Strong attention to detail, highly analytical and decisive
• Excellent verbal and written communication skills and presentation skills
• Good knowledge of MS Office (especially Excel)
• Experience with HubSpot (desirable)
• Great individual who would strengthen our team (i.e., innovative, team player, inspirational, fun, resourceful, strong execution, organized, high quality standards, judgment, professionalism).

If this sounds like you, please email hr@thnk.org with your resume and a short cover letter in PDF format. Kindly note that applicants must have the right to work in the EU prior to applying for the position.

Deadline for the application: 23 March 2020
Start date: immediately

We are proud of the diversity at THNK and continually seek diverse perspectives to enrich our team. We're committed to being an equal opportunity employer and encourage everyone to apply!