

The **ESCP Business School, Campus Berlin** is a state-recognized academic university in Germany and is one of the leading business schools in Europe. For Executive Education we are looking for a:

## **Business Development Manager (all genders)**

### **Full-time, unlimited**

ESCP's Executive Education portfolio consists of in person, blended and online programmes, targeted at middle and senior executives, as well as high potential early careers and middle management.

The Sales Manager is responsible for developing and managing strong relationships with clients and partners, responding to their needs and request, to ensure ongoing business success. Your focus will be on driving profitable revenue growth through B2C relationships, with a main responsibility for the conversion of B2C clients for our degree and open programmes. The Sales Manager must be able to identify and understand the needs and challenges of clients and be able to effectively communicate and sell the value of ESCP's products and services.

#### **Your main tasks will consist of**

- Act as the main point of contact for clients, ensuring that all inquiries and requests are addressed in a timely and professional manner: conduct telephone calls, webinars, on-site appointments and presentations
- Own the pipeline for the entire portfolio of Executive Education open and degree programmes
- Collaborate with marketing teams to develop marketing materials and strategies that support the acquisition and retention
- Develop tactical recruitment / engagement plans and lead their implementation to support the achievement of the targets
- Use systems and data to track sales/conversion/engagement & maintain accurate client records
- Build and develop lasting relationships with current and prospective clients and stakeholders to meet revenue/engagement targets and establish new long term opportunities

#### **We are looking for someone with the following skills and experience**

- Experience in B2C sales, account strategy management & client recruitment or equivalent areas of expertise
- Strong analytical skills with the ability to analyse data and identify trends
- Proven success in building long-term customer relations
- Solution-oriented mindset, determination and the ability to work autonomously within in a team
- Excellent spoken and written English, and ideally native German level

#### **We offer**

- Cooperation with open-minded and ambitious colleagues in an international atmosphere
- Modern workplaces, a dynamic environment and plenty of room for your own ideas
- Numerous benefits such as flexible working hours, opportunities for mobile working, 30 days' holiday, team and company events and an allowance for the Germany ticket
- The opportunity for individual personal and professional development as well as an offer of language courses and company health management

**Interested?** Then we look forward to receiving your complete application documents (in one PDF), stating your salary expectations and earliest possible starting date, **exclusively by e-mail by 25. Oktober 2023 at latest to:**

**ESCP Business School, Campus Berlin**, Ghislaine Jaron Wutz (e-mail: [gjaron-wutz@escp.eu](mailto:gjaron-wutz@escp.eu)), Heubnerweg 8-10, 14059 Berlin.

If you have any questions, please contact Sven Scheid, Director Executive Education, [sscheid@escp.eu](mailto:sscheid@escp.eu), +49 30 32007 127.

[www.escp.eu/vacancies-Berlin](http://www.escp.eu/vacancies-Berlin)