



Pearson Benelux is looking for an Account Executive TalentLens

Description

This is an exciting opportunity to be part of a new Workforce Skills division within Pearson, the world's learning company. You will be responsible for supporting the development of the TalentLens business in the Netherlands.

This is a great place to work if you are self-driven and want to be part of a highly respected and internationally recognized brand.

- Do you have demonstrable new business experience?
- Are you looking for the next step in your career?
- Are you interested in working with world renowned products, talented people and globally established clients?

To help achieve our ambitious global growth plans, we are currently recruiting within our Dutch commercial team. We have an Account Executive role available and would be delighted to hear from interested and suitable people, able to contribute to our plans by leveraging their skill set whilst being keen to learn and grow professionally. Is this you?

About Pearson

At Pearson, we're committed to a world that's always learning and to our talented team who makes it all possible. From turning textbooks into laptop lessons to enabling people to develop throughout their careers, we are always re-examining the way people learn best, whether its children progressing through school or an education community across the globe. We are bold thinkers and standout innovators who motivate each other to explore new frontiers in an environment that supports and inspires us to always be better. By pushing the boundaries of technology — and each other to surpass these boundaries — we create seeds of lifelong learning that become the catalyst for the world's innovations, personal and global, large and small.

Our Purpose

Our objective is that in five years, Pearson will be one of the major players in the workforce development market, reaching tens of millions of enterprises and individual learners globally, generating more than £1bn in revenue and growing rapidly, with the potential to reach many multiples of that revenue in the years to come. With an agile and flexible mindset, Pearson's new Workforce Skills business division will be the driving force in realizing this ambition.

Workforce Skills is comprised of TalentLens - Pearson's established and successful workplace psychometrics team, plus two exciting new acquisitions, Faethm AI – the world's first data backed and truly end to end future of work company and Credly, the global leader in digital credentials.

The combination of Credly, Faethm and TalentLens will create a powerful solution to help serve the massive global workforce learning market, now estimated at c.£350bn.



About the team

With roots going back to 1921, Pearson TalentLens has a rich history of delivering psychological assessments and is a global organisation with offices throughout the world. Our portfolio of assessments includes well known tests such as the Watson Glaser Critical Thinking Appraisal and Raven's Progressive Matrices. Our clients range from independent consultants to FTSE 100 companies, who are using our assessments for recruitment and development.

About the job

Reporting directly to the Head of TalentLens UK, the Account Executive will play a central role in helping to drive TalentLens' growth in the coming years.

Innovative, quick thinking and commercially minded, the Account Executive will develop enduring relationships with Dutch customers across all applicable market sectors. With an initial focus on cross/upselling to a large portfolio of existing clients, you will quickly start to hunt for new business, in order to drive and grow revenues. Full training will be provided during induction and depending on your requirements, can be tailored to fit the level of sales experience you currently possess.

You will be motivated by generating revenue for the business, through product sales. You will generate leads through your own prospecting (social selling / phone work), managing a roster of existing accounts and through Sales and Marketing led campaigns.

We are looking for an enthusiastic, collaborative and self-motivated individual to join our team to greatly contribute to the growth and market share of the TalentLens portfolio across the Netherlands.

About You

This role would suit someone early in their career path, looking to progress and learn, whilst becoming a vital member of a great team! You will be commercially minded and possess the following experience and qualities:

Essential

- 1+ years sales / inside sales experience
- Inquisitive, confident and resilient. Interested in helping people to achieve their objectives.
- Motivated to earn money for the business (and yourself!)
- Happy to work to deadlines, autonomously and as part of a team
- Strong communication skills, a willingness to learn how to present to groups and prepare robust proposals and contribute to sales pipelines
- Be able to work on a 1:1 basis with internal and external stakeholders (both F2F and via Teams / Zoom etc.) in order to meet the varied requirements of new / existing clients
- A digital native - highly tech literate, comfortable working with data and able to demonstrate systems fluently
- Very good analytical and numerical skills
- Collaborative team player with a desire to acquire consultative people skills to develop new and existing relationships
- Commitment to continuous improvement and your own personal development.



Desirable

- Sales / inside sales experience within the Psychometric / Talent Assessment sector
- Educated to degree level (or equivalent) is a bonus but you must be a strategic thinker with an ability to solve problems quickly. It's not about what you know, it's about the decisions you make
- Experience working with Salesforce / CRM Systems.

Your rewards & benefits

We'll expect a lot and we know you'll do great work, so we give a lot back with some of the best benefits in the business. We know that one size doesn't fit all, so our workplace programs meet the different needs of our diverse teams and their families too. There is a range of options, too many to list here, but when you join our Pearson family you can look forward to:

- a competitive salary
- a contract for a fixed period with the prospect of a permanent contract
- an annual incentive plan
- a pension benefit
- a health insurance benefit
- 27 holidays + 10 time reduction days (ATV)
- volunteering days, employee wellbeing assistance.

This role is remote / hybrid, but you are welcome in our office in Amsterdam near train station Sloterdijk.

Are you interested?

Do you recognize yourself in this profile? If so, please apply a.s.a.p. by sending your resume **and** cover letter to the HR department: recruitment.peb@pearson.com

For more information please contact Matt Stevens, Head of TalentLens UK, matt.stevens@pearson.com

Want to know more about us? Visit our website www.talentlens.com/nl

You will hear from us within 2 weeks whether you will be invited for an interview. All CV's and e-mails that we receive are treated confidentially. We will delete all personal data no later than 4 weeks after completing the application process. For more info see also [GDPR](#).

- All applications are treated equally and with respect to content; anonymous applications are appreciated.
- We look beyond (validity of) diplomas.
- Would you like to say something about how this vacancy can be made more inclusive? We would love to hear it.

Acquisition in response to this advertisement is not appreciated.