



## **Pearson Benelux is looking for a**

### **Key Account Manager 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 initially be responsible for supporting the development of the TalentLens business in the Netherlands, with an opportunity to expand the role in 2023 to bring groundbreaking new solutions to market across EMEA.

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 a Key Account Manager 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 realising 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**

Sitting within the Pearson's Workforce Skills EMEA division, with an initial focus on driving the TalentLens Dutch business for the remainder of 2022, the role offers a massive growth opportunity for you to position groundbreaking Workforce Skills solutions across EMEA from 2023 onwards. Currently in an advanced stage of development, these solutions will unify the TalentLens, Faethm and Credly businesses.

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 Key Account Manager will play a central role in driving growth.

Experienced, innovative and commercially minded, the Key Account Manager will create and maintain enduring and mutually beneficial relationships with Key Dutch customers across all applicable market sectors. You will leverage your demonstrable sales experience to clients within any of the Finance, Legal, Professional Services, Insurance or Governmental sectors to drive and grow revenue. You will strategically research the market, to understand customer needs and competitor capabilities and work in partnership with a roster of loyal and established pipeline customers.

You will be motivated by generating revenue through high volume product and bespoke consulting sales. This will be through your own personal prospecting (you will be highly conversant in social selling), managing 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**

You'll be commercially minded and possess the following experience and qualities:

#### ***Essential***

- 3+ years sales experience within the Psychometric / Talent Assessment sector, selling to blue chip organizations at a medium - senior level
- Extensive senior level decision maker contacts within any of the Finance, Legal, Insurance, Professional Services, Security or Public sectors
- New business development experience with strong social selling / networking skills
- Pipeline management ability
- Strong communication skills in both Dutch & English, able to present to groups, prepare robust proposals, and work on a 1:1 basis with prospective customers to develop compelling business cases.
- Comfortable working with data and able to demonstrate systems fluently
- Excellent analytical skills
- Collaborative with consultative people skills to develop new and existing relationships
- Commitment to continuous improvement and your own personal development
- Driving license.



### ***Desirable***

- Educated to degree level (or equivalent) is desirable but you must be a strategic thinker with key account management experience and 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, 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](mailto:recruitment.peb@pearson.com)

For more information please contact Matt Stevens, Head of TalentLens UK, [matt.stevens@pearson.com](mailto:matt.stevens@pearson.com)

Want to know more about us? Visit our website [www.talentlens.com/nl](http://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.**