



Transforming Leaders From Within.

You

- ☞ are inspired by a grand vision that is worth pursuing,
- ☞ get a strong sense of gratification from supporting others,
- ☞ want to be home-based, yet work with people from around the world,
- ☞ thrive as an intrapreneur by taking ownership and finding solutions,
- ☞ value fun, fulfilment and personal learning over money?

Perhaps we may have the right opportunity for you:

New Sales & Business Development

(part-time or full-time for 6 months)

GAIA Insights is a boutique firm providing premium leadership development solutions for global players in various industries. By partnering to understand our clients' needs, we design and deliver highly engaging learning experiences that cater to the aspirations of next generation leaders. We are offering a **6-months freelance engagement (extension possible, future employment conceivable)** to support our business growth. You will promote and sell our learning portfolio to European clients with a global reach.

We

- ☞ aim for nothing less than to make the world a better place,
- ☞ live our values of Integrity, Courage, Positivity and Passion every day,
- ☞ promise our clients Commitment, Excellence, Collaboration and Sustainability,
- ☞ do what we do because we care about People, Planet and Purpose.

If this sounds appealing, please read on...

You will enjoy this role if you like to...

- 🕒 close new business starting with lead generation via cold calling and taking inbound enquiries
- 🕒 identify new business opportunities, including new markets, growth areas, trends, customers, products and services, using online research, industry events, publications
- 🕒 develop creative ways and approaches to sell our holistic learning solutions with long-term continuity in mind
- 🕒 position GAIA Insights as the premium niche provider for customized leadership development journeys on the market
- 🕒 be the first point of contact to introduce GAIA Insights to corporate clients around the world
- 🕒 act as a GAIA Insights ambassador of the commercial portfolio, representing our strong vision, mission and values
- 🕒 ensure that our Pipedrive CRM is kept up-to-date at all times
- 🕒 carry out sales forecasts and analysis and present findings/recommendations to the GAIA Insights Core Team
- 🕒 be extremely resourceful with budgets; protect GAIA Insights' intellectual property and maintain confidentiality
- 🕒 communicate effectively with internal and external stakeholders by using a vast variety of digital tools and channels
- 🕒 attend weekly calls with other GAIA Insights team members and various other stakeholders as necessary; occasional face-to-face meetings might occur
- 🕒 work with a global team of hard-working enthusiasts; truly embrace diversity, ambiguity and complexity

You are the right person if you meet these criteria:

- 🕒 Hungry to sell and highly competitive while respecting strong ethics and values
- 🕒 Self-starter who is prepared to knock on doors remotely and in real life when needed
- 🕒 Strong customer service, relationship management and negotiation skills
- 🕒 B2B experience in cold calling and lead generation in the international corporate leadership development market
- 🕒 Well connected to a network of senior decision makers across industries, in large, global, corporate environments
- 🕒 Tenacious attitude with a drive to set goals, work towards targets and achieve results
- 🕒 Inquisitive approach to understand clients' needs and what services will suit them
- 🕒 Natural communicator with the ability to communicate with confidence at all levels
- 🕒 Driven by excellence, attention to detail, diligence and a mastery of self-management
- 🕒 Quick learner, flexible, perseverant, seeking alternative solutions to problems
- 🕒 Highly resilient when operating in a work environment that's high on vision, continuous change and uncertainty
- 🕒 Ambitious, energetic, self-motivated and willing to go the extra mile
- 🕒 Impeccable English, both written and spoken; additional languages are a plus
- 🕒 Flexible to work across time zones to connect with global clients; willingness to travel occasionally

GAIA Insights operates in a horizontal organizational structure with self-managed teams. Successfully operating in this environment requires a high degree of personal maturity, accountability and self-motivation.

As we are a virtual company where everyone is home-based and works remotely, you are based in Europe and have a fully equipped home office with stable internet connection 24/7. This includes a quiet workspace to attend meetings with a professional background and free from noise or interruptions. You are able and willing to work effectively in a virtual team with different working schedules.

Please submit your CV plus references to hr@gaia-insights.com. By submitting your application, you give your consent that we may share your application material with an external expert who is helping us with the selection process.

We look forward to hearing from you!

Our clients include:

