

## **Senior VP, Global Market Development**

*Going-there has launched a growth initiative in response to the new market conditions brought about by Covid-19. To power this, we're looking for a true industry sales leader with the insight and motivation to rethink, innovate, and elevate our sales operation. This modern pioneer in the relocation sector will drive our entire global development program, from strategy and team building to achieving market growth.*

### **Who we are**

Going-there Global Destination Services is an award-winning destination service provider established in 2001. We're a remote-first company, with headquarters in London and an in-house team of local consultants delivering services in more than 150 cities around the world.

We're known for both the high quality of our customer service and our innovative use of technology. We've always placed our customers at the heart of all we do, and we aim to remain the model for best-in-class destination services for client and assignee satisfaction.

Key to our values is the belief that there is always room for improvement, and that's where you come in.

### **Who you are**

First of all, you're a shrewd observer. You've been in the industry long enough to understand how and why it ticks. And where it's headed. And so, you can't help but think strategically. And then you are restless to make things happen. You're a leader who knows how to motivate a team. You get a particular satisfaction in seeing others prosper. You combine realism and drive. Which means you see opportunity.

### **What you'll do**

- Lead Going-there's sales efforts and revenue growth into the future with both relocation management companies and direct clients.
- Identify the market focus and unique selling points for our business and formulate a sales plan that further strengthens our position in the industry.
- Build a strong sales team.
- Further refine (maybe re-define!) the successful customer journey for clients and prospects, from sales through implementation to ongoing client services delivery and expansion.
- Work in partnership with relocation management companies to help win and maintain corporate clients.
- Establish and maintain a strong relationship with our Operations Team.

### **What you'll bring**

- You're likely to have 10+ years of sales and client development experience, including 5+ years in the relocation industry.
- Extensive Relocation Management industry connections, such as participation and leadership within industry groups such as W-ERC, EuRA, NFTC, etc.
- GMS certification and a college degree are preferred, but not required.
- You will likely have had first-hand experience of international living/working.
- Strong communication and influencing skills. You'll need the ability to connect with key stakeholders at all levels including executive and C-suite.

- Of course, computer literacy and confidence using Word, Excel, PowerPoint, cloud-based databases and email, etc. The more you know and love technology, the happier we'll be.

### **What we can offer**

We have a global reach, but a small client development team. You'll have a real opportunity to shape our sales strategy, the way we work, and our profile in the industry — as well as our bottom line.

We know that nothing can replace face-to-face. So, once regulations allow, up to 35% travel could be required for this position for client/prospect visits and industry events.

As a remote-first organisation, this position is offered on a home-based **consultancy** basis. You can work from anywhere in North America. You'll relish the opportunity to work independently in a self-directed environment. A home office set-up will be required, including a computer, mobile smartphone, and home high-speed internet connection.

*Diversity and inclusion are not just a box-ticking exercise for us, as a global company we simply couldn't operate without them. We welcome applications from all qualified candidates. Quite simply, we want the best person for the job. If you think that's you, get in touch and tell us why. We look forward to hearing from you.*

*If you would like to apply for this opportunity, please submit your resume and cover letter to [rebecca.johnson@going-there.com](mailto:rebecca.johnson@going-there.com).*