

About SafeStart[®]

SafeStart[®] is a leading provider of 24/7 safety training and safety coaching with proven success all over the world. Our award-winning training programmes work on the human side of safety, helping people to become more aware of states of mind which causes more than 95% of accidents on-and-off the workplace. Launched in Canada in 1999, SafeStart[®] **helped more than 3,500 companies** move beyond compliance and beyond the workplace to improve employee engagement, culture, safety and business results. It has successfully **trained over 4 million people in 60+ countries**.

Safety is our passion - We believe that what we do helps individuals, and their loved ones lead safer, healthier lives.

SafeStart in Europe – SafeStart has been successfully working with clients in Europe for over 15 years and, in 2017, embarked upon an ambitious plan to grow the business by serving our clients more effectively and closely. We are constantly looking for talented sales professionals and trainers to join our rapidly expanding European team in multiple sites, mainly in: France, Germany, Italy, Spain, and UK.

Main Responsibilities and Tasks:

Role	Trainer	Consultant	Senior Consultant
Main purpose & scope of the job	<p><i>Their main priority is to deliver SafeStart training programmes at client sites. Focusing on core deliverable activities to a predefined schedule.</i></p> <p>As an excellent communicator and presenter,</p>	<p><i>As Trainer but in addition</i></p> <p><i>The Consultant will take the lead in complex client engagement and is proactive in promoting further sustainability initiatives.</i></p>	<p><i>As Consultant but in addition</i></p> <p><i>Owns, leads and manages complex client implementation teams.</i></p> <p><i>Actively sought to deliver confident and</i></p>

	<p>they facilitate SafeStart to help employees cultivate their skills and knowledge.</p> <p>Provide the complete training package and are able to share their expertise in SafeStart in ways that motivate others.</p> <p>The trainer is an experienced educator.</p> <p>Their abilities to convey a message is only surpassed by a deep knowledge of SafeStart</p> <p>Organisational skills and a positive attitude are important qualities the trainer should possess.</p>	<p>Manages stakeholder expectations, maintaining focus on overall deliverables.</p> <p>Will take the lead on complex implementations supervising more junior team members.</p> <p>Completes assessments and client sites and works with Account Manager to develop on-going implementation activities.</p> <p>Is recognised as an expert in behavioural safety and human factors and a regularly invited to speak at local and national conferences.</p>	<p><i>engaging presentations to a wide range of audiences internationally.</i></p> <p>Depth of experience in SafeStart implementation formulation and execution.</p> <p>Acts as a leader/adviser/coach to others in client engagements.</p>
Reports to	<p>Development Director – functionally Account Manager(s) operationally Lead Consultants – operationally</p>	<p>Development Director – functionally Account Manager(s) operationally</p>	<p>Development Director – functionally Account Manager(s) operationally Regional Manager(s) operationally</p>
Duties and Key Responsibilities	<p>Deliver full suite of SafeStart programmes to a range of audiences and industries.</p> <p>Work alongside Account Manager to build sustainable client relationship.</p>	<p><i>As Trainer but to include</i></p> <p>Representing SafeStart at public workshop events, conferences and trade shows.</p> <p>Works alongside Account Manager to develop new accounts and novel client solutions.</p>	<p><i>As Consultant but to include</i></p> <p>Actively promotes SafeStart on the world stage through their extensive network.</p> <p>Is viewed as a trusted advisor to senior executives in the field of human error.</p> <p>Works with development team to ensure the sustainability and longevity of SafeStart through new and alternative delivery models and assets.</p>
Attributes	<ul style="list-style-type: none"> ● Proven experience as a trainer for a range of different audiences; ● Understanding of effective communication methodologies and tools; ● Proficient in MS Office (esp. PowerPoint); 	<p><i>As Trainer but to include</i></p> <ul style="list-style-type: none"> ● A recognised expert in the field of behaviour, leadership and human factors; 	<p><i>As Consultant but to include</i></p> <ul style="list-style-type: none"> ● A recognised leader in the field of behaviour, leadership and human factors; ● Extensive network in the field of human behaviour;

	<ul style="list-style-type: none"> ● Phenomenal communication, presentation and public speaking skills; ● Organisational and time management abilities; ● Critical thinking and decision making. 	<ul style="list-style-type: none"> ● Is able to engage and interact with C-level and E-level to achieve buy-in for SafeStart; ● Can manage complex engagements and teams of consultants to effectively deliver solutions. 	<ul style="list-style-type: none"> ● Outstanding public speaker who is sought to present globally.
Previous experience/background	<ul style="list-style-type: none"> ● Extensive training and presentation experience; ● Project Management and planning; ● Operational experience within industry, the military or a commercial environment; ● Working knowledge of Safety Management and systems; ● Experience in behavioural safety programmes either as a participant or trainer. 	<p><i>As Trainer but to include</i></p> <ul style="list-style-type: none"> ● Public speaking at Conferences and Trade shows locally and nationally. 	<p><i>As Consultant but to include</i></p> <ul style="list-style-type: none"> ● International presence in the field of behavioural safety and/or human factors.

What we offer:

This is a unique opportunity as although in many respects we are a “start-up”, you will be joining a consultant international team in a well-established brand, with 20 years of global success behind it. We can offer you:

- Opportunity to develop as a consultant (trainer, consultant, and senior levels) in a small but fast-growing team and business.
- Collaborative and supportive environment, with great proximity/access at all levels within the company.
- Independent consultant contract, sponsored virtual academy training and competitive consultancy fees.

If you feel inspired by a role where you will be **carving your own career path** in a **dynamic and flexible start-up environment**, we would be interested in hearing from you. Please send your CV and cover letter with professional intentions to recruiting@ssi.safestart.com.