

## ACCOUNT MANAGER/ BUSINESS DEVELOPMENT MANAGER

**SafeStart in Europe** – a sister company of the Toronto (Canada) headquartered workplace safety training and consulting company – builds on a long history, globally well established solutions and market access which was developed by its previous distribution partners in Europe for more than a decade. Back in 2018, we, at SafeStart decided to distribute directly our products and services and, in this context, we are constantly looking for talented sales professionals to join our rapidly expanding team in several regions in **Germany, France, Spain, Italy and the United Kingdom.**

### *Safety is our passion:*

*We believe that what we do contributes to a work and private environment that keeps individuals and their beloved ones safe.*

Read more about SafeStart concepts on <https://eu.safestart.com/> from where you can choose the market and language of your interest.

If you feel connected to what we are doing and see yourself in a midsize organization with direct access to the owners of the company and if you are inspired by creating your own opportunities in a start-up kind of environment, we would be excited hearing from you on [recruiting@ssi.safestart.com](mailto:recruiting@ssi.safestart.com); one of our Regional Directors would be happy to give you some insights into SafeStart.

Read more about the role itself here .....

Reporting to the Regional Sales Director, you will be working independently to develop new leads and accounts in your countries/ regions, collaborating with our network of consultants who deliver SafeStart services and products. You will also work closely with colleagues on cross-regional clients to deliver the large number of existing international contracts and relationships, as well as to further develop those key accounts in your region.

Key responsibilities:

- Use your existing market knowledge and networks to develop a pipeline of prospects/ clients.
- Work with Telesales/ Marketing to develop additional sales leads from our existing prospect databases.
- Attend and generate client interest in our SafeStart workshops, seminars and conferences.
- Nurture existing client relationships to gain additional business with current clients.
- Develop, present and negotiate commercial proposals (incl. digital offerings for enhanced skill development).
- Maintain close relationships and monitor the ongoing success of the programme during the delivery phase.

Required experience/ skills:

You should have 10+ years of B2B sales experience. A background in the safety industry, ideally with training, consulting services or safety products (as well as tech/digital learning) would be an asset. We value professionals that can demonstrate a high level of ownership/accountability to deliver results, personal flexibility, effective communication (written and verbal) and who are highly customer-orientated. You have outstanding capabilities to quickly develop strong and long-term client relationships at all levels within a client organisation. Besides speaking one of our regions' native language, fluent English for professional business conversations is a must.

What we offer:

- Rapid potential for results-based career growth and development in a small but fast-growing team and business.
- Highly entrepreneurial and performance-oriented work environment.
- High level of freedom and flexibility in work planning.
- Collaborative and supportive environment, with great proximity/access at all levels within the company.
- Competitive base salary, along with an uncapped sales commission paid monthly.
- Home-office based position.
- Benefits include pension contribution, car allowance, laptop and mobile phone.

<https://uk.safestart.com/>

<https://de.safestart.com/>

<https://fr.safestart.com/>

<https://it.safestart.com/>

<https://es.safestart.com/>

Reach out to us directly via [recruiting@ssi.safestart.com](mailto:recruiting@ssi.safestart.com).

**About SafeStart Europe**

*Launched in 1999, SafeStart is our award winning, proprietary safety training program that is proven to reduce work related incidents and injuries by up to 70% in 6 - 18 months, by more than 3,000 companies in over 50+ countries. Over the last 18 years, more than 3.5 million people have completed the SafeStart training program, helping us become the most successful training process in the world for developing personal, 24/7 safety skills and techniques that are transferrable and applicable at work, at home and on the road. Safety is our passion.*