

ELECTUDE

Electude (www.electude.com) is the world's leading automotive e-learning company. Built on a quarter century of experience in providing students with the most effective, engaging and enjoyable method of learning. Electude prides itself on focusing on equipping instructors with the techniques, tools and training to give students the best educational experience possible. With 300,000 users, including 30,000 teachers and 3,000 customers in over 50 countries spread over 6 continents and available in 35 languages, Electude is a fast-growing global business. Electude is a true educational innovator providing the most comprehensive and effective automotive e-learning solution available in the market today.

We are currently looking for a fulltime:

Regional Director - AsiaPacific

Working from a home or Regus office, you will report directly to the Chief Commercial Officer. The Regional Director is responsible for the P&L of the region, achievement of the regional sales targets and managing country offices as well as the network of direct and indirect resellers in the region. The AsiaPacific region consists of Asia, including the Middle East, Australia and New Zealand.

Key result areas

- Growing the overall business and margin contribution of the region
- Managing the China office and taking that business to the next level
- Managing and growing the network of resellers
- Rolling out and driving the sales of new products
- Identifying new opportunities in existing markets to increase market share
- Developing and executing plans to go direct in strategic markets
- Implementing and managing the Electude processes and systems

Your profile

- University education, with a Masters as a plus.
- Experience in managing sales of SaaS solutions, educational or licensing products
- At least 10 years' experience in managing teams or departments.
- Strong presentation and product demonstration skills
- A strong affinity for new and innovative technologies
- The ability to work systematically sales processes and reporting
- Ability to negotiate and influence at all levels to secure a successful outcome
- Contract negotiation, implementation and management skills
- Fluent in English and at least one language in the region
- Self-starter capable of independently building a portfolio of customers
- Able to travel as-needed within the region and to Europe 2-3 times year.

What can you expect from Electude?

- Best-in-class product knowledge and a leader in its field
- Competitive fixed and variable remuneration and expense compensation package
- Installed base of resellers
- A multinational organization with a flat management structure
- No-nonsense, candid and all-hands-on-deck culture

To apply

Please address your letter of application with your CV, by email, to thomas.snyder@electude.com, for the attention of Thomas Snyder, President, Electude USA