



## Sales & Business Developer

The globegarden team is looking for its next Sales & Marketing Developer to be part of a dynamic, high energy, driven team in the day to day sales of childcare services for parents and corporate clients. As Sales & Marketing Developer you will be part of a passionate team that operates with the mindset of a start-up but delivers results that positively impact thousands of parents and children annually.

### Who we are:

- We're innovators, thinkers and doers
- Swiss-wide – we have presence in Bern, Basel, Zug, Zürich, Winterthur, Schaffhausen
- We're open and collaborative – not a cubicle in sight
- Dedicated – we really do “work hard – play hard”

### The opportunity:

In this sales & business developer role, you will be the driving sales engine behind a passionate team of thinkers and leaders. You are constantly determining what strategies and investments are right to impact the business's growth. You will be a partner to our regional management and advisor to all functional heads on the company's most critical opportunities and challenges, including marketing, quality of services, complaint management and client relationships. You will develop, grow and coach as part of a team as together you make an indelible mark on service, strategy and results.

### Responsibilities will include:

- Developing the sales strategy for your childcare centers, leveraging data insights
- Working as part of a team of 6 Sales Consultants; continuously coaching talented functional heads
- Managing a high-volume sales environment
- Continuously identifying new sales strategies and tactics to test and scale
- Implementing structured processes for pipeline management and assessment
- Assessing performance at all levels
- Collaborating on the strategic marketing direction for the business, including identifying the optimal marketing channels, guiding the creative design and verbalizing the product voice

### The Perks:

We believe that happy people do great work. What makes us happy? Things such as:

- Generous vacation policy
- Heavily discounted childcare
- Market-leading benefits package
- Head offices directly at the Lake of Zurich
- Team lunches und pick-nicks for a family feeling

*We are 650 employees small. We're teachers and care experts, creatives and analysts, visionaries and doers. We are over 40 nationalities—and counting. Together, we change Switzerland through innovative childcare services. Over the past 10 years, our mission has grown to provide quality childcare, work-life solutions and a place to grow above and beyond yourself. Follow us on Facebook to learn more about our amazing teams, parents and children.*

