

## **ENTREPRENEUR / FUTURE PARTNER**

### *Job description*

**The Resilience Institute Europe is a value-based and inspirational consulting firm that specializes in resilient leadership, transforming organisations and beyond.**

### **PURPOSE**

Enabling body, heart, and spirit, the Resilience Institute Europe accelerates the transformation of organisations through people transformation starting with the leaders and their teams.

### **OFFERING**

Our offering, customized and flexible, includes keynotes, short programs, practical workshops, residential seminars, coaching and consulting services.

The Resilience Institute uses a well-tested methodology supported by powerful tools including an online Resilience Diagnostic assessment and learning resources in the Resilience App.

### **BACKGROUND**

The Resilience Institute was founded in 2002 in New-Zealand by Doctor Sven Hansen, expert in sports medicine and in the optimization of performance for top athletes. The Resilience Institute is now a global organization with 10 practices in Europe, Asia Pacific, USA and South Africa. Founded in 2011, The Resilience Institute Europe (TRIE) collaborates with top leaders of leading global organizations.

*TRIE is working towards getting the B Corp Certification. Certified B Corporations are businesses that meet the highest standards of verified social and environmental performance, public transparency, and legal accountability to balance profit and purpose. B Corps are accelerating a global culture shift to redefine success in business and build a more inclusive and sustainable economy <https://bcorporation.net/>.*

### **WE ARE LOOKING FOR AN EXPERIENCED ENTREPRENEUR DIRECTOR (ED)**

The Resilience Institute Europe is growing ! Expanding our activities in various markets, we are actively looking at a future partner ready to join us and complement the existing team. The Entrepreneur Future Partner will focus on the business development and the marketing activities in our main territories (France, Belgium, Switzerland and UK) in collaboration with the Managing Partner and the local Partners. She/He will build new contacts, create future leads and cultivate relationships with existing customers.

To thrive as Entrepreneur Future Partner, you must be a natural resilient person and have a strong interest for the human side of business. You are a real entrepreneur, able to design and explore new roads. You understand that a resilient team is the driving force behind every company success. The ideal candidate will have an entrepreneurial and business mindset and will be able to see the “big picture” in a variety of settings. You will take actions to enhance the company’s performance while leveraging the human factor to succeed.

The goal is to drive the company’s development and guide it towards long-term success on the European market. The natural development plan of the Entrepreneur Future Partner is to become Partner of TRIE.

## **SPECIFICATIONS**

- Develop knowledge and self-practice in the Resilience field
- Build trust with key partners and stakeholders
- Develop high quality business strategies and plans, to meet short-term and long-term objectives on our market
- Be a natural inspiring trainer/ facilitator /keynote speaker – Deliver min. 40 days of training per year.
- Act as recognized and inspiring expert in the area of Resilience in the market
- Develop partnerships and activities to support the appropriate positioning of TRIE in the market
- Report to the Managing Partner

## **REQUIREMENTS**

- Experience in or with the corporate world
- Experience as a consultant, business developer and entrepreneur
- Experience in developing profitable strategies and implementing a vision
- Strong understanding of human resource potential
- In-depth knowledge of general management best practices
- Entrepreneurial mindset with excellent organizational and leadership skills
- Excellent communication and public speaking skills
- Experience in facilitating workshop / executive training
- English speaking for all territories / + French speaking required for France

*Starting date: immediately*

*How to apply: please send your resume, motivation letter and financial expectations to [benoit.greindl@resiliencei.com](mailto:benoit.greindl@resiliencei.com)*