



# Job description



ENTREPRENEUR /  
FUTURE PARTNER



## **THE RESILIENCE INSTITUTE IS A LEADING GLOBAL RESILIENCE RESEARCH, TRAINING AND TECHNOLOGY COMPANY**

Some 20 years ago, Dr. Sven Hansen started developing a Resilience Diagnostic and training program, based on the many research outcomes that proved what specific behaviors and practices help people lead better lives. 20 years later, Resilience Institute expert consultants and coaches have united to form a global company, with the ambition to multiply their impact on the back of the fast-growing demand from companies to equip their employees with better resilience skills. As a small team, we have already impacted the lives of over 100,000 people, and every day help our clients' employees understand what difference resilience can make in their professional and personal lives and integrate very specific practices and habits into their daily routines that create powerful outcomes.

**We are powered by people.** We are a global team, with passionate partners and expert consultants on every continent, dedicated to customer success.

**We are led by purpose.** We believe that resilient people make resilient organizations that together enable a resilient planet, and that what we do contributes to that purpose.

**We are driven by data.** The Resilience Diagnostic assessment – a core feature within the resilience app – enables us to orient our approach and target training interventions that work.

**We have high growth ambitions.** We have an ambitious strategy and roadmap to support this growth.

For more info on who we are: <https://resiliencei.com/>

## **ABOUT THE ROLE AND RESPONSIBILITIES:**

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 longterm 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

*If you don't think you meet all the criteria above but still are interested in the job, please apply. Nobody checks every box, and we're looking for someone excited to join the team.*

## HOW TO APPLY

Please send your resume, motivation letter and financial expectations to [career@resiliencei.com](mailto:career@resiliencei.com)

## COMPANY

### THE RESILIENCE INSTITUTE EUROPE

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