

In 2018, The Financial Times recognized European Innovation Academy (EIA) as a digital champion in Europe. We have educated more than 100k students and executives over the last 5 years. Our activities are located in France, Portugal, Italy, Estonia, Qatar, Hong-Kong and Canada.

We are looking for a Global Partnerships Specialist at EIA

We are looking for a team member to develop, implement and track our partnerships with global universities (UC Berkeley, University of Valencia, Deakin University, etc.).

What does a Global Partnerships Specialist do?

- Initiate and manage deals with B2B (mainly universities) and B2C customers (EIA participants).
- Demonstrate our unique value proposition to universities/organizations and other customers.
- Find new and creative ways to onboard clients.
- Create innovative sales and marketing materials together with your team.
- Attain and exceed your customer experience goals.
- Being the first contact in whatever concern are the customers having and finding ways how to increase customer satisfaction.

Our Ideal Team Member:

- Proactive, creative, likable, persuasive and willing to walk the extra mile on strategically chosen initiatives.
- At least 2+ years of sales experience.
- A fast-paced, result-oriented person, who thrives in a startup environment.
- An analytical and a good communicator with the ability to experiment.
- Can manage a project and work independently.
- Fluent in English, as it's our working language.
- You get bonus points if you understand the higher education market in any country.

EIA offers:

- Competitive base salary + % of sales.
- Opportunity to work with global companies and universities.
- A global network of international team-members and industry professionals.
- Opportunity to travel to different countries and participate in exciting joint events.
- Training and development opportunities.
- Flexible schedule. Possibility to work remotely.
- An ambitious and international team.

[Apply here](#)

We offer the chance to work remotely!