

# ***Senior Executive: Sales, Learning & Business Development***

*Based in Manila*

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ITD World (Institute of Training and Development) is a leading multinational provider of management training, talent and leadership development programs, professional certification, coaching, mentoring, mega events and conferences globally. We seek high performers for the above position based in Manila.

## **Job Scope and Career Path**

Responsible for executing the sales, marketing, training, customer relationship and business development function and strategies at ITD World Philippines to ensure the attainment of bottom-line goals.

This career leads to the position of Director of Sales, Learning and Business Development.

Attractive salary, incentives, profit sharing, and personal development package would be offered.

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## **Key Criteria:**

- A competent high performer with proven experience and track record in successful work accomplishment in related areas.
  - Bachelor degree or a higher qualification in related fields.
  - Excellent leadership abilities and command of English language, good influencing and persuasive communication skills.
  - Uncompromising integrity, humility with high levels of commitment to the job and goal attainment.
  - A strong interest and passion in the knowledge, learning and HRD industry.
  - A team player with high EQ, self motivated, positive, creative and innovative.
  - A person that has strong corporate and government network and influential contacts would have the added advantage.
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**Remuneration and benefits will be based on individual capability and potential. Applicants must state current and expected salary. Kindly provide full resume, photograph and contact details within 5 days of receipt of this notification.**

**Pls. forward application to The President and Country Head, ITD World by email to :**

[itdhrmnl@itdworld.com](mailto:itdhrmnl@itdworld.com)

**Institute of Training and Development (ITD World HQ)**

Website: [www.itdworld.com](http://www.itdworld.com)

Only short listed candidates will be notified. Kindly circulate this notice to other people who might benefit from this golden opportunity

A Brief Profile of  
**ITD WORLD**

The Global Leadership Development Expert

**Mission**

Transforming leaders and changing the world for the better.

**Vision**

The #1 global leadership development expert

**Core Values (LISTEN):**

Love, Innovation, Synergy, Trust, Excellence and Nurture

**Competitive Advantage Statement:**

ITD World is an ISO certified & award winning Multinational Corporation that provides the world's best leadership development solutions to leading global organizations. We offer comprehensive & innovative solutions that produce superior results.

**Core Activities & Resources:**

Talent and Leadership Development; Corporate Training and Consulting; Professional Competency Certification; Mega Events and Seminars; Coaches, Mentors and Speakers Bureau; Community Services and Campaigns. Over 238 world-class programs and more than 100 dedicated mega gurus, top international resource persons, trainers, speakers, coaches and consultants from around the world.

**Exclusive Mega Gurus:**

Dr. Marshall Goldsmith, Dr. John C. Maxwell, Dr. William Rothwell, Dr. Jack Canfield, Dr. Peter Chee, Brian Tracy, Robert Tucker, Thomas G. Crane.

**Quality Certification, Awards & Publications:**

ISO 9001:2008 Certification for Global Provision of Training and Development. Winner of the *ARTDO International HRD Excellence Award* in recognition for outstanding contribution to international Human Resource Development and bestowed the Brand Laureate International Award for the Best Brand in Training. Cutting edge books co-authored with the world's Top Mega Gurus- "Coaching for Breakthrough Success," "12 Disciplines of Leadership Excellence" and "Becoming an Effective Mentoring Leader."

**Clients Include:**

Intel, IBM, United Nations Missions, American Embassy, Agilent, Dell, Motorola, Nike, First Solar, Accenture, Citibank, Central Bank of Malaysia & Philippines, DHL, Ericsson, OSRAM, Infineon, Siemens, B Braun, Bosch, Schneider, Saint Gobain, Toyota, Ajinomoto, Samsung Vina, Singapore Press Holdings, Capitaland, PT Telkom, Siam Cement Group, CP Group, BaoViet, Sacombank, PetroVietnam, Petron, SM Supermalls, Thai Airways, Philippine Airlines, Shangri-La Hotels, Six Senses Resort, Sheraton, Prudential, AIA, GSK, MSD, Bayer, Johnson & Johnson, Unilever, Nestle.

[www.itdworld.com](http://www.itdworld.com)