EyeSee is one of the fastest growing behavioral insights companies in the world, based in New York, Antwerp, Paris, London and Belgrade. We use the unique combination of remote explicit and implicit methods to unlock the next level of insights for our clients.

Through highly effective platforms such as online eye tracking, facial coding, virtual shopping, and survey, we measure the impact of shopper marketing, advertising, digital, and innovation. For research purposes, respondents use their own devices (computers and mobile phones), thus cutting down time, costs, and enabling testing on a global scale.

Our teams conduct studies in more than 40 countries. We had the privilege to work with global brands in a myriad of industries, some of which are Bayer, Google, Twitter, Microsoft, Colgate-Palmolive, and many others. Find out more at www.eyesee-research.com

If you believe you qualify feel free to apply for the position:

› Business Development Director (EU)

Your role
- Leverage extensive client and industry relationships to identify the "right deals" based on EyeSee capabilities, objectives and client needs
- Develop and sustain client relationships through meetings, presentations, business networking, conferences, etc.
- Meet and convince – present EyeSee's capabilities to Fortune 500 global companies, and convince that we are the correct partner
- Grow further the clients by navigating through the organization and pitching to new prospects
- Drive increased revenue and profit to achieve the EyeSee’s ambitious growth plan
- Understand and stay current with competitors' strengths and weaknesses; effectively articulate EyeSee's competitive advantage
- Leverage EyeSee CRM tools to further drive client acquisition & customer retention

Requirements
- Excellent spoken and written English
- Bachelor's degree, preferably master's from an accredited educational institution
- Preferably based in Germany or UK
- 2-6y successful sales experience in business environment
- 2-6y experience of working in consulting or market research
- Experience in managing sales pipeline, forecasting, and closing deals
- Excellent negotiation skills, proven track record of successfully pitching for new business
- Proven track record of increasing revenue through generation of leads
Profile
- Sales hunter mentality and amazing business development skills
- Strong written and verbal communication skills
- Passionate about brand & digital challenges and opportunities
- Eager to grow her/him-self in a commercial position
- High energy level, decisiveness and ability to work well under pressure
- Strong leadership, problem solving, and decision-making abilities
- Flexible, great work partner, with the capacity to share learnings and grow peers

We offer
- Work in a fast growing technology-driven research company
- Challenging projects for international clients seeking added value
- Dynamic and passionate team of young professionals

Interested?
Please send your CV and application letter to careers@eyesee-research.com