

Head, L&D and BD

Do you enjoy creating learning and development programs, have a knack for identifying business growth opportunities and also love being in a people-centric environment? Read on if this describes you!

We're a boutique consulting agency with big plans and we're on a hunt for talent - especially if you are adaptable, thrives working in a fast-paced, collaborative environment with a thirst to learn.

About the role:

At its core, this role requires passion in helping people learn and grow. You will be working with both internal stakeholders and collaborating with clients to design, build and implement effective L&D programs and initiatives for their employees. To fulfil the hunter instincts in you, you will also explore business development opportunities for our agency to provide L&D consultancy services to various industries.

If you also have experience creating and producing videos, we definitely want to meet you.

Requirements of the role:

- Bachelor's degree in HR, Business Management or Administration, Marketing, or related field.
- Proven experience working in a Learning & Development capacity or related one for at least 8 years.
- Proficiency in all Microsoft Office applications.
- Excellent analytical, management skills with knowledge of instructional methodologies, learning evaluation models and delivery methods.
- Exceptional strategic & creative thinking skills.
- Effective communication skills.
- A people-oriented leader.
- Hands-on experience in creating and producing video material is a plus.

Responsibilities:

- Bridge all relationships between clients, partners and internal stakeholders.
- Analyse & assess the business needs of clients for L&D program and initiatives.
- Develop programs and initiatives that fulfils the business and L&D objectives of our clients.

- Present plans and programs for clients across all levels.
- Implement plans with clients and measures delivery quality, which ensures continuous improvement, maintenance, and adjustment in program delivery approaches in order to stay on track to delivering a program that meets the client's needs.
- Maintains knowledge in the area of expertise and implements best practices to ensure maintenance of top notch training programs, which implies top notch performance.
- Meeting with potential customers to present company offerings and negotiate business deals.
- Developing and sustaining solid relationships with customers.
- Analyzing customer feedback data to determine whether customers are satisfied with company products and services.
- Providing insight into product development and competitive positioning.
- Conducting market research to identify new business opportunities.
- Collaborating with company stakeholders to determine the most viable, cost-effective approach to pursue new business opportunities.

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If this JD interests you, drop us your resume/CV at hello@ppearl.com