

xinonet ist eine auf Festanstellungen von Fach- und Führungskräften spezialisierte Personalberatung für alle Schlüsselrollen der digitalen Wirtschaft, von IT-Infrastruktur bis zu der Interaktivbranche. Außerdem besetzen wir qualitativ herausragende und gehobene Positionen im Dienstleistungssektor.

For one of our clients, we are seeking to fill a permanent, remote position based in the Netherlands for a

Keine aktuellen Angebote

Die Tätigkeitsinhalte

Your Mission

Our client is an award-winning EdTech company that develops digital learning systems to help teachers deliver personalized instruction in the classroom. To further expand its presence in the Dutch market, we are looking for an engaged and strategic leader to take full responsibility for Sales and Support, with a particular focus on the VMBO segment.

In this role, you will oversee all commercial activities in the Netherlands. You will design and implement the sales strategy, build long-term relationships with schools, and ensure that teachers and students fully benefit from innovative digital learning solutions.

Your Responsibilities

- Develop and execute a successful sales and support strategy for the VMBO segment
- Take full responsibility for all commercial activities in the Dutch market
- Build and maintain trusted relationships with school boards, principals, and teachers
- Drive the promotion and market launch of a new generation of digital learning products
- Represent the Dutch market within the international product and leadership team
- Support schools in implementing and using the learning platform ? you actively engage teachers to ensure adoption

Ihre Qualifikation

Your Profile

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Proven success in sales, business development, or customer success

- Ideally Experience in the education sector or a strong personal affinity with schools and learning
- Didactic expertise and the ability to communicate with teachers as equals ? ideally as a former educator looking to apply your experience in a commercial context
- Passion for digital education, EdTech, and creating measurable classroom impact
- Strategic mindset combined with strong hands-on execution skills
- Native-level Dutch, fluent English

Why This Role Matters

- A meaningful position with direct impact on the educational landscape
- A high degree of autonomy and ownership from day one
- An international, innovative team with flat hierarchies
- The opportunity to shape the future of digital learning in the Dutch school system

Das Unternehmen

Unser Mandant ist ein innovatives und wachstumsstarkes EdTech-Unternehmen, das seit vielen Jahren eine adaptive Lernplattform entwickelt. Die Lösung wird bereits erfolgreich in mehreren Regionen eingesetzt und unterstützt Lehrkräfte, Schüler:innen und Bildungseinrichtungen dabei, Lernen effektiver und individueller zu gestalten ? insbesondere im Fach Mathematik.