

Sales & Admissions Manager

(Part-time/Freelance)

The role: Our ScaleUpBoard team is looking for a seasoned Admissions Manager to attract and select the right candidates for our ScaleUpBoard program. Your role is to find the right mix of participants for each class, coaching them whether attending the program is right for them and getting them excited to join. As a result you will fill three classes of 15-20 great participants per year.

About ScaleUpNation: We - ScaleUpNation - are on a mission to significantly increase the number of impact-oriented scale-ups, driving a meaningful change in the world. We support these organizations with research-based insights and tools to get through the transformational scale-up phase..

About The ScaleUpBoard program: Effective scale-up boards propel their venture forward. This requires industry knowledge, strategic thinking, scale-up experience, financial and fund raising acumen, collaborative decision making, adherence to process, coaching skills, managing crises, independence, commitment and low self orientation. We designed a unique 5-days program to equip (aspiring) supervisory and advisory board members for this complex and demanding role. In a highly interactive learning setting participants learn and experience what it takes to truly support a leadership team through the scaling phase. The program is highly ranked by the participants. Currently we have approx. 250 certified alumni who are our ambassadors. Together we are a strong community to help scale ups propel. Recently we launched our Board Matching Service to match our alumni with scale ups looking for a qualified board member.

What's in your toolbox (knowledge and experience):

- Track record in talent search, recruiting or admission management
- Confidence to approach seasoned entrepreneurs, investors, directors.
- Interest in scale-up phase and effective scale-up board membership
- Looking for quality before quantity
- Empathic, authentic, consultative selling style
- Helping the potential candidates decide when timing is right to join the program
- Results driven, tenacious and persistent without pushing

- Optimistic, engaging, energetic.
- Self starting, resourceful, independent
- Skilled in identifying and selecting potential candidates (using LinkedIn)
- Skilled in referral marketing, actively involving alumni
- Fluent in sales funnel management, CRM and sales analytics
- Comfortable in doing outreach, including cold emailing and calling..
- Proficiency in Dutch (native or near native) and English (full proficiency).

What's in it for you:

- You will make a difference for impact scale-ups, to create a better future together.
- You join an international, diverse, top professional, passionate team.
- The role has room for development, e.g. in Board matching, participant coaching, faculty.
- You have full freedom to work mostly from home
- This can be a part-time role

To apply, please send a cover letter and a recent CV to Nina Kotterik, COO (nina.kotterik@scaleupnation.com). The ideal starting date is November 2023.