



#VACANCY

**A&D**  
RESOURCES

BUSINESS DEVELOPMENT

SALES

## Business Development Manager Benelux

A&D Resources is a European market leader in personality assessments to predict workplace performance. They have identified a substantial gap in the Benelux market for the highly acclaimed Hogan Assessment System. The new Business Development Manager will have the opportunity to fill that void with a proven business proposition.

# About A&D Resources

Danish psychologist Joan Jakobsen founded A&D Resources in 2002 with a vision of making personality assessment and development accessible to HR departments in Scandinavia. What started as a one-woman company quickly grew into an international success story, with a winning combination of high-demand products and excellent customer relations. Today, A&D Resources is Europe's leading distributor of the internationally renowned Hogan Assessment System as well as HR-related consultancy, certification, coaching, and leadership and team development services.

## ABOUT THE HOGAN ASSESSMENT SYSTEM

Based on four decades of psychological research, the Hogan Assessment System is one of the most highly regarded personality assessment systems in the HR world. It has become the de facto standard for personality assessment in the US and is the assessment of choice for over 75% of Fortune 500 companies, including household names like Nike, Microsoft, McDonald's, and Coca-Cola.

## ABOUT THE BENELUX MARKET

A&D Resources has made the Hogan Assessment System one of the leading personality assessments in Scandinavia and is now gearing up for rapid expansion in the Benelux. This region offers an established HR market and a diverse corporate landscape. The ongoing professionalization of the workforce throughout the region creates a growing demand for high-quality professional assessment tools and services.

**“We’re firm believers that if you build a talented team using Hogan’s assessments, which are widely considered the most valid predictions for workplace performance, you’ll have a competitive advantage that other organizations simply can’t match.”**

HANS OVE DAHL, MANAGING DIRECTOR AT A&D RESOURCES

## ABOUT THE VACANCY

## Business Development Manager Benelux

**Business Development Manager for A&D Resources in the Benelux is a newly created role, impacting both A&D Resources and the HR industry as a whole in the Benelux.**

The Business Development Manager will generate new business and promote the company's proven propositions. They will work with the head office in Copenhagen to establish contact with new corporate clients, reach out to new leads, and grow the business. In addition to establishing a connection with new clients, the Business Development Manager also serves as a project lead during the initial stages of a new client relationship. To keep up the pace with the fast-developing HR market, the Business Development Manager will maintain relationships with multiple stakeholders within each client's organization.

Because it is a vital role within the company, the Business Development Manager will have ample opportunities for growth, and enjoy an attractive salary and bonus program.

### Candidate profile

- At least 10 years of business development experience
- Dutch native and fluent English. French is a bonus
- Top-level network within the Benelux HR ecosystem
- Experience with Hogan Assessments or similar is an advantage
- Track record of successful business acquisition and regional expansion
- Strong project management background
- Experience with HRM/L&D/OD/Consulting (non-material) or related businesses





# Interested?



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