

Vacancy at Marchon Eyewear

Learning & Development Specialist

MARCHON

a vsp vision company



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Requirements

- Over 5 years of experience
- In sales, training, and development functions
- Proficient in research methodologies and instructional design strategies
- Strong understanding of Learning & Development best practices
- Excellent communication and presentation skills
- Exceptional time-management skills

 **Amsterdam**

Marchon Eyewear is a global leader in eyewear design and distribution, known for its innovation and premium quality. The Learning & Development Specialist will play a key role in shaping effective learning and development experiences that empower diverse teams and accelerate organizational success.

About Marchon Eyewear

Marchon Eyewear is one of the world's largest manufacturers and distributors of quality eyewear and sunglasses. The company markets products under prestigious brand names such as Calvin Klein, Columbia, Converse, DKNY, Donna Karan, Dragon, Flexon, Karl Lagerfeld, Lacoste, Liu Jo, Longchamp, Marchon NYC, MCM, Nautica, Nike, Paul Smith, Pilgrim, Pure, Ferragamo, Shinola, Skaga, Victoria Beckham, and Zeiss.

With subsidiaries and distributors across the globe, Marchon Eyewear serves over eighty thousand accounts in more than one hundred countries. As part of VSP Vision™, the company empowers human potential through sight and connects more than eighty-five million members to affordable, accessible, high-quality eye care and eyewear. It is committed to sustainability through its corporate social responsibility initiative, EYES ON TOMORROW™.





Learning & Development Specialist

The Learning & Development Specialist will play a critical role in strengthening the sales team by providing the knowledge, skills, and technology essential for achieving business objectives. With a strong sales background, this position serves as a key representative of the brand, shaping a culture of continuous learning and excellence. Through strategic, tailored training programs designed to instill best practices, this role will cultivate a highly skilled, driven, and high-performing sales organization.

This position involves managing and optimizing the learning management system, developing and delivering high-quality content, and implementing training initiatives that provide the salesforce with strategic insights and essential technological resources. By ensuring seamless integration into daily operations, the Learning & Development Specialist builds a knowledgeable, engaged, and results-driven sales team through impactful training.

Resilient and adaptable

This role requires an entrepreneurial approach, going beyond traditional training to actively engage with the sales team and adjust strategies where needed. Inspirational and empowering, the Learning & Development Specialist fosters a culture of continuous improvement, using a tech-savvy approach to enrich learning experiences. Strong communication and presentation skills will ensure engagement at all levels. With deep expertise in learning and development – including adult learning theory, instructional design, and the integration of training technologies – the Learning & Development Specialist develops targeted programs that enhance commercial performance and align with business objectives, drawing on their background in high-margin sales.

Resilient and adaptable in a fast-paced environment, the ideal candidate will take full ownership of projects, and drive initiatives forward with confidence. Willing to work in the field, they will remain closely connected with the sales team and adapt training programs to real-world challenges. The candidate will also be capable of working independently, exercising discretion, and navigating challenges with a solutions-oriented mindset, ensuring that training remains relevant and impactful.

“The Learning & Development Specialist will shape a high-performing sales team, drive measurable growth, and leave a lasting impact within a global leader, leveraging their expertise in learning and innovation to achieve lasting results.”

Stanislas Dupuydauby,
Director, Marketing & Sales Performance Enhancement EMEA

This opportunity offers a career path with growth potential within a global industry leader. Based in Amsterdam, the role is ideal for someone fluent in English and either German or French, who is passionate about working in a dynamic, cross-functional environment. A hybrid work model is in place, combining remote work with in-person collaboration to stay connected with teams. A willingness to travel and engage directly with the salesforce is essential, ensuring close alignment with the business and its objectives.





Interested?

Marchon Eyewear is working with Top of Minds to fill this vacancy.

To express your interest, please contact Julia Besa at

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