

eLearning Consultant

Athens/Full-time



About the company

Solutions 2Grow is a start-up company in eLearning. Our vision is a future where people will manage their personal and professional development by creating business models that promote society and wellbeing (from Greek "EY ZHN"). Our mission is to create affordable and effective Digital/Smart Learning Solutions connected to the heart of the business culture, so as to make it easy for both teams and individuals to learn, adapt and grow in a world that is constantly changing. Our values: Teamwork, Agility, Self-leadership, Care and Fun.

1 Roles And Responsibilities

Pre-sales:

As our eLearning Consultant you will:

- Assist the Sales team with completing tender/proposal documents.
- Build a question/answer bank to improve the tender process.
- Attend meetings/teleconference calls with the Sales team for prospective customers.
- Act as an advisor of client business challenges and learning needs and priorities.
- Be responsible for capturing client needs and requirements, working throughout the life of a project to ensure these are delivered.
- Be responsible for the course production alignment with customer needs.

Development/Projects:

As our eLearning Consultant you will:

- Supervise eLearning projects as project leader.
- Communicate with customers to ensure the company designs and delivers a solution that fully meets their business requirements.
- Understand company learning needs and proposes training courses and learning paths.
- Consult, analyze, and develop customer learning needs.
- Understand adult learning theories into practical, application-based learning strategies.
- Develop comprehensive measurement strategies for all learning solutions to demonstrate business impact and effectiveness.
- Communicate effectively in visual, oral, and written form and deliver engaging presentations to business leaders.
- Propose eLearning programs that reflect an understanding of the diversity of learners, including the demonstrated understanding of cultural differences that may apply.

2 What you'll bring to this role:

- A University degree in relevant fields (Education, Psychology, etc.).
- 3-5 years experience in HR, L&D or consulting
- Ability to give technical and product guidance to Sales team and prospective customers.
- Ability to understand customer needs and deliver learning experience commensurate with needs.
- Demonstrated ability to translate business objectives into developmental goals and training activities.
- Prior experience capturing customer requirements, working throughout the life of a project to ensure these are delivered.
- Demonstrated knowledge of adult learning environments.
- Excellent client relationship skills with all levels of the organization.
- Customer-centered approach and highly professional and ethical standards.
- Strong interpersonal relationship-building skills.
- Excellent communication and time management skills.
- Strong analytical skills with the ability to problem-solve well-judged decisions.
- Computer literacy (MS Office, project management tools...)
- Experience with a Learning Management System will be considered a strong advantage.
- Great comfort with using MacOS, Apple hardware and software will be considered an advantage.
- Fluency in both Greek and English.

3 Why Choose Solutions 2Grow:

- Attractive Remuneration Package.
- Work from home and flex work arrangements.
- Outstanding individual training for personal and professional development.
- Remote working via high-end digital tools.
- An opportunity to deal with large-scale projects and grow within a promising start-up company.