G E O R G E L I N D LEY
HEAD OF SALES

Inspiring customers with new ideas in education, offering solutions, pushing back on the status quo, driving change, influencing decision-making, and helping customers navigate points of resistance within their organizations. Looking to advance my business career with companies specializing in EdTech.

WORK EXPERIENCE

Head of Sales
English Language
Jul 2021 – Present

Pearson Education
Saudi Arabia and Bahrain

- Acquisition of new accounts; developing partnerships for global strategic initiatives
- Implementation of customer retention strategies and automation of low value-add practices
- Presentations and proposals

Learning Advisor
English Language
Oct 2019 – Jul 2021

Pearson Education
Saudi Arabia and Bahrain

- Consulting universities on English skills in KSA and advising on Pearson solutions
- Sales and market analysis on a regional level to inform business strategy
- Implementation lead for Pearson platforms

Sales Manager
English Language
Nov 2017 – Sep 2019

Pearson Education
Saudi Arabia

- Leading a team of sales representatives, aligning needs with product and marketing teams
- Achieving targets, winning sales team of the year award in 2019
- Presentations and proposals

Language Teacher
Apr 2016 – Oct 2017

King Saud University
Saudi Arabia

- Delivering academic English classes at the preparatory year program
- Part of the EdTech department developing learning, assessment, and promotional materials

ABOUT

Currently in: Riyadh, KSA
British Citizen
Working proficiency in:
English, French and Spanish

george.j.lindley@gmail.com

EDUCATION

CS50x (Computer Science)
Harvard University
September 2022

iSELL (Sales Academy)
Pearson Education
November 2021

PASS (Sales Academy)
Pearson Education
December 2017

MA International Relations
University of Warwick
2011-2012

BSc Modern Languages
Aston University
2006-2009

DIGITAL SKILLS

Salesforce, Tableau
Excel, Word, PowerPoint,
VS Code, Python, C,
Wordpress, HTML5/CSS

To view my sales portfolio: www.georgelindley.com/portfolio