

Student Recruitment/Business Development

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Company: Talentvis

Location: Vietnam

Category: other-general

MINIMUM 3 years of experience in the role, with excellent experience in overseas student recruitment.

- Bachelor's or equivalent degree.
 - Native Vietnamese speaker.
 - Excellent communication skills in both Vietnamese and English. Professional and efficient business English communication of equivalent IELTS 6.0.
 - Excellent presentation skills; tech-savvy and social media-savvy.
 - Good understanding of Vietnam education system/ policy/ situation and related issues
 - Experience in working with CRM systems is desirable.
 - Ability to work under high pressure and targets.
 - Willing-to-learn and can-do attitude, passion for education and to deliver the highest levels of customer service at all times.
 - Willing to travel on job demand.
1. Implement the student recruitment strategy for TNE Global.
 2. Handle student enquiries and manage leads.
 3. Ensure complete and accurate reporting of all activities on the CRM.
 4. Participate in all sales activities including, but not limited to, training, recruitment events, student conversion, ...
 5. Help to develop positive working relationships that lead to recruitment of students to TNE Global.
 6. Develop links and relationships with agents, schools, colleges, universities and potential

partners to promote higher education courses, and to provide pre-admissions advice.

7. Engage with the Marketing Department to ensure appropriate sales collateral is available and utilized across channel partner networks.

8. Give talks or seminars on higher education as required, on issues relating to admissions, course selection, student funding and student life.

9. Provide program trainings to TNE Global agents/partners as required and regularly provide program updates to channel partner networks.

10. Deliver market insight and accurate sales forecasts through regular and detailed reports to the Head of Marketing & Business Development/the Country Manager.

11. Other duties as assigned by Line Manager/the Country Manager.

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