



Australia National Manager – China (Mainland China, Hong Kong and Macau)

Location: Mainland China

Job role and responsibilities

INTO University Partnerships supports international students to realise their potential through studying at the world's leading universities. Since INTO's inception in 2005, we have helped more than 130,000 students from 190 countries and territories around the world.

We achieve this through offering a range of direct entry enrolment, pathway preparation courses and career development solutions to students. Each of these services are referred to as our "Products".

We recruit international students to these products via a network of carefully curated in-country partner education agencies, schools and universities – referred to as our Channel Partners.

We are looking for high performing sales manager to drive our Australia focussed recruitment in the China market. Reporting to the Assistant Director for Product Sales, the Australia National Manager will be responsible for achieving ambitious annual sales targets for our Australia focussed products.

Specifically, the Australia National Manager will be accountable for:

1. Sales – working in partnership with the Accounts team, develop and executing an Australia sales strategy that: (i) enhances our channel partners knowledge, confidence and passion to recommend INTO Australia; as well as (ii) increases awareness among prospective students and their families of our channel partners about how INTO Australia can help them realise their potential.
2. Channel Partner Services – providing sector leading service to our channel partners in provide quick, clear and value added guidance in response to their enquiries relating to our partners, programmes and products in Australia.
3. Training – act as the expert in the China team on Australia, creating and implement an internal training programme to develop the Account team's knowledge, confidence and ability to successfully recruit to INTO Australia;
4. Internal Stakeholder Relationships – managing relationships with internal stakeholders, negotiating and managing annual Australia specific recruitment budgets, representing the region on regular Australia focused sales calls as well as helping overseas colleagues to understand the trends in the China market for Australia and how opportunities for recruitment.
5. External Stakeholder Relationships – manage relationships with external partners that can support our local Australia recruitment.

The ideal candidate will be:

- A real self-starter, who continually searches for ways to improve and sees business opportunities from the challenges they may face;
- Ambitious and target driven;
- A creative thinker, with experience of developing and implementing end-to-end product sales campaigns;
- A strong communicator in both English and Mandarin;
- A skilled relationship builder with both internal stakeholders and external partners;
- Have experience promoting Australia higher education;
- Flexible, willing to work weekends and outside of traditional office hours as and when required.

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