



University Placements Head of Program

University Placements - Head of Program

Antipodeans University Placements give tertiary students access to hands-on international experiences and off-campus learning opportunities that are often described as life-changing.

We collaborate with Australian Universities to provide credit-bearing placements and immersions for students overseas, giving them practical experience in a foreign culture and allowing them to view their discipline in a global context.

Our ethos of Leadership, Mindfulness and Resilience is central to who we are and how we go about business.

www.antipodeans.com.au

Role

Reporting directly to the CEO, this newly-created position will be sales-oriented role responsible for managing a small team of sales and operations staff, as well as promoting the Antipodeans program directly to Universities.

They will be responsible for overseeing the growth of the University program within Australia, as well as ensuring continued high-level operational service and retention for existing clients.

Responsibilities

- Grow the University program business unit.
- Manage a team of sales and operational staff, ensuring effective communication within the University program.
- Establish new relationships with University academic and administrative staff to increase market share.
- Effectively communicate programs to clients, including 'Antipodeans' as a business and the 'University Placements' program, through face-to-face meetings and developing written proposals.
- Work directly with Antipodeans Marketing Manager, developing bespoke collateral and social media campaigns.

- Communicate new business opportunities to Antipodeans Research and Development team to increase program offerings.
- Understand Australian University structure and international funding opportunities (including OS-HELP Loan, New Colombo Plan and Endeavour Funding).
- Work with Operational staff in relationship building, account management and program development.
- Drive student recruitment through presentations, public speaking and development of written marketing material.
- Manage a sales pipeline and work towards sales targets.
- Perform sales meetings and presentations interstate, managing university relationships. (Note: domestic travel will be required approx. fortnightly – monthly).

Candidate

- Relevant Tertiary qualification.
- 3 years genuine sales experience.
- 3 years management experience.
- Strong attention to detail.
- Entrepreneurial attitude.
- Competence in Microsoft office.
- Excellent presentation/public speaking skills.
- A passion for travel and experiential learning.
- Knowledge of Australian University system preferred.
- Marketing and strategy experience preferred.
- Experience travelling to/ living in a developing country preferred.

Based – Sydney or Melbourne Start date February 2019

Competitive remuneration package dependent on experience. Includes car allowance, commissions and super.

Annual leave – 5 weeks per annum

If the above role is of interest to you, please send your application to recruitment@antipodeans.com.au