



Antipodeans Inside Sales Coordinator

Antipodeans run challenging overseas adventures for young people that truly shape who they become in the future. We work hand in hand with Australian and New Zealand schools and universities, creating incredible international experiences for students and teachers alike.

Our ethos of Leadership, Resilience and Mindfulness is central to who we are and how we go about business. We truly believe that travel is one of the most vital learning experiences a young person can have on their way to adulthood.

We're looking for a driven Inside Sales Coordinator to join our team. An integral part of the Sales team, we are seeking someone with an enthusiastic attitude, very strong communication skills and a highly professional phone manner. The Inside Sales Coordinator will work with our dynamic team of Sales staff in WA, NSW, Vic, Qld and NZ.

www.antipodeans.com.au

Role & Responsibilities

- Responsible for generating sales meetings and promoting Antipodeans Expeditions, Schoolies Unearthed and University programs across Australia and New Zealand.
- Communicate effectively online and offline with internal and external stakeholders to promote the different programs and work towards targets.
- Build portfolio of key contacts within educational organisations, initiate contact and organise face to face sales meetings.
- Communicate regularly with Sales and Marketing team to develop campaigns and support sales targets.

Experience

- 2+ years working in a Sales or Appointment Setting role with proven results.
- Self-driven, highly motivated, proactive and results oriented.
- High attention to detail – thorough and process driven.
- A natural passion for travel and it's educational benefits.
- Highly competent in Microsoft Office.

Working at Antipodeans

- Great opportunity to grow within the business.
- Travel opportunities
- Flexible working arrangement

Competitive remuneration package.
Base + Super + Uncapped Commissions.

Reports to the Director of Sales & Marketing.
Part time role – 3 days per week.
Can be based remotely or from one of our offices in Melbourne, Sydney or Byron Bay

If the above role is of interest to you, please send your application to:

Daniel Donati
recruitment@antipodeans.com.au
Director, Sales & Marketing

