



Schoolies Unearthed Product Manager

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In 2015, Antipodeans launched an exciting new program – 'Schoolies Unearthed' – designed to give school leavers the ultimate adventure. Schoolies Unearthed offers high school graduates an alternative to the typical 'schoolies' week and encourages students to take the road less travelled whilst having the time of their lives.

Over 10 action filled days, school leavers will travel as a team to a developing country such as; Vanuatu, Borneo, Vietnam or Thailand, to engage in a sustainable community project as well as taking part many awesome activities that the country has to offer. The first two seasons of Schoolies Unearthed trips have had glowing endorsements from all involved. This is going to be big!

Role

Based in Melbourne, the role is exciting, dynamic and embryonic, you have a real opportunity to make an impact on a brand-new adventure at Antipodeans. We have a lofty ambition of changing the landscape of 'Schoolies' in Australia to one where students have a plenty of fun but also a developmental experience – rather than a potentially destructive one.

Working closely with the existing Antipodeans National Sales & Marketing team - based in both main offices (Sydney and Melbourne), as well as regionally based staff located around Australia. The 'Schoolies Unearthed' Product Manager will report to the Director for Sales & Marketing. You will be responsible for the overall strategy that sits behind the program including; marketing initiatives and plans, sales strategies, direct to market selling, product development and refinement and achieving KPI's and sales targets as set by the Director for Sales & Marketing.

Responsibilities

- Frequent interstate travel
- Engaging schools and school stakeholders to organise visits and presentations
- Working closely with school sales team on key messaging
- Effective communication to schools via phone calls and email
- Weekly reporting on targets and KPI's to the Sales Director
- Being punctual and presentable at all times

Candidate

- Tertiary qualification preferred
- Sales experience and a proven track record of working to targets desired
- Marketing/strategy experience
- Knowledge or experience in Australian education system.
- Strong attention to detail
- Competence in Microsoft office
- Excellent presentation skills
- A passion for travel and experiential learning
- Enthusiasm and positivity
- Student travel or travel industry experience desired
- Developing world travel experience desired

Based – Melbourne

Remuneration Package – between \$60-90k OTE + km's for car usage + super + phone

Annual leave – 5 weeks per annum

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

Lee Baker - HR
recruitment@antipodeans.com.au
www.antipodeans.com.au