



University Placements Business Development Manager

University Placements Business Development Manager

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

We collaborate with Australian and New Zealand universities to provide opportunities for students to work overseas for 2–4 weeks, immersing themselves in a foreign culture and advancing their learning in a practical setting that's vastly different from home.

Our ethos of Leadership, Mindfulness and Resilience 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.

www.antipodeans.com.au

Title

- Business Development Manager

Roles & Responsibilities

- Establish new relationships with University academic and administrative staff.
- Effectively communicate products to clients, including 'Antipodeans' as a business and the 'University Placements' program, through face-to-face meetings and developing written proposals.
- Understand Australian University structure and international funding opportunities (including OS-HELP Loan, New Colombo Plan and Endeavour Funding).
- Work with Operational staff to effectively communicate agreed placement details.

- Communicate new business opportunities to Antipodeans Research and Development team to increase program offerings.
- Drive student recruitment through presentations, public speaking and development of written marketing material.
- Work directly with Antipodeans Marketing Manager, developing bespoke collateral and social media campaigns.
- 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

- Tertiary qualification preferred.
- Sales experience and a proven track record of working to targets.
- Knowledge of Australian University system preferred.
- Strong attention to detail.
- Competence in Microsoft office.
- Excellent presentation/public speaking skills.
- A passion for travel and experiential learning.
- Enthusiastic and positive attitude.
- University/Travel industry experience desired.
- Marketing and strategy experience desired.

Based – Melbourne

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 a CV & Cover Letter to:

recruitment@antipodeans.com.au