

JOB DESCRIPTION

We Are Hiring!!

Sales Head

Job Title: Sales Head

Location: Bangalore/Mysore

Workmode: Onsite

Salary: As per market standards

Experience: 1-4 yrs

Company Overview:

UNIABROAD is a reputable and forward-thinking overseas education company dedicated to guiding students on their journey to study abroad. With a strong commitment to providing unparalleled services, we empower students to pursue quality education globally. As we continue to expand our operations, we are seeking a dynamic and strategic Sales Head to lead our sales team in Bangalore.

Responsibilities:

1. Team Leadership:

- Provide strong leadership to the sales team, setting clear goals, and fostering a high-performance culture.
- Mentor, motivate, and develop the sales team members to achieve individual and collective targets.

2. Sales Strategy:

- Develop and implement effective sales strategies to drive student recruitment and achieve revenue targets.
- Collaborate with the marketing team to align sales efforts with overall marketing initiatives.

3. Market Expansion:

- Identify and explore new business opportunities and markets for student recruitment.
- Build and maintain strong relationships with key stakeholders, including educational institutions and partner organizations.

4. Performance Monitoring:

- Establish key performance indicators (KPIs) and regularly assess the team's performance against set targets.
- Implement data-driven approaches to enhance sales efficiency and effectiveness.

5. Training and Development:

- Conduct regular training sessions to keep the sales team updated on industry trends, product knowledge, and sales techniques.
- Foster a continuous learning environment to ensure the team remains competitive in the market.

6. Client Relationship Management:

- Cultivate and maintain relationships with prospective students, parents, and educational consultants.
- Address client inquiries, concerns, and feedback to ensure a positive experience.

7. Reporting:

- Prepare and present regular sales reports to senior management, highlighting achievements, challenges, and opportunities.
- Provide insights and recommendations for continuous improvement.

Requirements:

- Bachelor's degree in Business, Marketing, or a related field. MBA is a plus.
- Proven experience in sales leadership within the education sector, with a focus on international student recruitment.
- Strong understanding of overseas education systems, visa processes, and student recruitment trends.
- Exceptional leadership and team management skills.
- Excellent communication and interpersonal skills.
- Results-oriented with a track record of meeting and exceeding sales targets.
- Strategic thinking and problem-solving abilities.

Preferred Qualifications:

- Familiarity with CRM systems and sales automation tools.
- Network and relationships within the international education community.
- Experience in developing and implementing successful sales strategies.

How to Apply:

Interested candidates are invited to submit their resume and a cover letter detailing their relevant experience and achievements to Recruit@uniabroad.co.in. Please include "Sales Head Application - [Your Name]" in the subject line.

Application deadline: 25th Jan 2024.

