

Assistant Director of Sales Wanted - Opportunity in Sydney

The Australian Learning Group is looking for dynamic and motivated people to join our expanding team. We are a fast growing and vibrant education organisation who is committed to providing high quality education and great service to 2,000 students Australia wide.

Why work for ALG?

The Australian Learning Group has been educating Australians and International Students for over 30 years. We are passionate about high quality education, practical learning and providing our students with the skills to prepare them for their new career. We operate several accredited colleges including Australian College of Sport and Fitness, NSW School of Massage, Australian College of Dance and 4life College. We deliver nationally recognised training to over 1,400 students per year, across 4 national campuses in Sydney, Melbourne, Brisbane and Perth.



Do you want to make a difference? We are looking for an ambitious and experienced Sales or Marketing Manager from the education industry who is looking for their next step. In this role you will assist the Director of Sales with driving the sales of the organisation within this successful, fast growing, yet well-established organisation.

As the Assistant Director of Sales, you would do the following:

- Assist the Director of Sales (DOS) with developing and driving the sales strategy
- Leading and managing the Sales Team (with support from the DOS) including overseeing the weekly sales activities of the Sales team (25% of the time)
- Implements key performance indicators and action plans for the sales team whilst supporting the development of the team
- Help the Sales team to achieve their targets by following pre-set sales plans
- Hold strong knowledge on our competitors and educates whilst setting the same expectation of the Sales team
- Manage her/his own set of key accounts through one on one meetings, SKYPE, telephone, Campus inspections etc (75% of the time)
- Discovers new markets (geographically) and new education agents to increase sales for the group
- Understands trends in the industry and makes recommendations to ensure ALG's continued success as a leading education company in Australia
- Has an active involvement with the Marketing department
- Improves and utilises the reports and data of the Sales team and presents these reports to the groups senior leadership
- Any other duties as reasonably required

Required Skill set:

- At least 3 years' experience as a Sales Manager/Marketing Manager for an International Education company
- Driven, results focussed self-starter
- Proven ability to deliver a marked increase in sales
- Exceptional Communication Skills (verbal/written)
- Solid IT skills
- Excellent Team leading skills
- Attention to detail
- Influencing and negotiating skills
- Strong stakeholder management skills

This is a critical role in our organisation and role reports into the CEO and the Sales Director. Quarterly global travel may be required.

Why you'll love this job ...

- Enjoy the immense **job satisfaction** that goes hand in hand with this busy, multifaceted role
- You will you will have access to a **weekly massage for FREE** once you are a member of our team
- We allow you to enrol in any of our **Fitness, Dance or Massage courses for FREE** once you are a member of our team and have passed probation



Be a part of our Team

Our friendly team ensures a fun, inspiring and fulfilling working environment, with the emphasis on team and support. So come and join us!

If you feel that you have the required skills and knowledge to be part of our team, send your CV with a cover letter which specifically addresses each of the Key Selection Criteria to kelly.skiba@alg.edu.au. Please include your individual working rights including your current visa type and notice period in your application.