

# WE'RE HIRING.

## Sales Manager Opportunity in Melbourne or Sydney

### About the role

This exciting vacancy in our Sales team is for a new position to drive international student sales within IKON Institute (IKON), which recently joined the UCW corporate group. IKON operates as both a Registered Training organisation and Higher Education provider and has a national presence with operations in Sydney, Melbourne, Brisbane, Perth and Adelaide.

Reporting to the Director of Sales, the overall purpose of the role is to increase the volume of international students studying in all IKON campuses in line with set targets, with a focus on its higher education programs.

Key activities of the position:

- Visit education / immigration agents regularly to educate and promote IKON's course offering for all markets in line with KPIs. Both international and state travel is required.
- Recruit international students directly by attending relevant local education fairs / exhibitions and coordinate IKON's attendance.
- Conduct presentation to students at affiliated VET and ELICOS providers to drive sales for IKON.
- Provide ongoing training, product information and relevant marketing support for education agent partners.
- Gather feedback on market conditions including competitors, industry trends and opportunities for IKON Institute to increase recruitment.
- Assist with design of compliant and effective marketing collateral in accordance with ESOS requirements.
- Handle incoming correspondence and marketing related enquiries from students and education agents accurately and efficiently on campus.
- Assure an improving conversion rate by following up on pending offer letters weekly.

### **Personal skill requirements:**

- Natural affinity with our three company values: Commitment, Collaboration and Change
- Confident and skilled communicator with a strong telephone manner and strong non verbal communication skills.
- Outstanding influencing and sales skills.
- The ability to learn and adapt to change quickly.
- Demonstrate initiative, resulting in a new or improved project or system being adopted by IKON or Australian Learning Group.

### **About Australian Learning Group**

Our company values define the way in which we work to achieve our mission: *Guarantee our students an excellent preparation for a new career.* At ALG we live by our company values and hold ourselves accountable to them. Our company values are ALG's Commitment, Collaboration and Change.

**Australian Learning Group** is owned by **UCW** and operates a number of colleges including **Australian College of Sport and Fitness**, **4Life College** and **Australian College of Dance**.

### **About UCW**

**UCW** has a portfolio of tertiary education businesses, with a current focus on Health and Community Services related fields of study in both the international and domestic student market. The Company's strategy is to invest in the growth of its existing businesses, through initiatives such as campus and course expansion, while concurrently pursuing accretive acquisitions. The Board includes directors with extensive corporate experience and a successful track record in the education sector.

### **Be a part of our Team**

If you feel that you have the required skills and knowledge to be part of our team, please submit your CV with a cover letter which specifically addresses each of the Key Selection Criteria to **Kelly.skiba@alg.edu.au**. Please include your current notice period in your application.

We look forward to hearing from you!



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