

A large, vibrant photograph of a diverse group of young people, likely students, smiling and celebrating outdoors. They are sitting on the ground, some with their arms raised in the air, suggesting a joyful and energetic atmosphere. The background shows green foliage and trees, indicating an outdoor setting like a park or campus.

WE'RE HIRING.

Sales Manager

Opportunity in Melbourne

About the role

This exciting vacancy is a full time role and reports into our Assistant Director of Sales. The overall purpose of the role is to increase the volume, quality and diversity of ALG students studying in the Melbourne campus in line with set targets.

This involves regularly visiting agents and building, maintaining and managing relationships with international student agencies/recruiters based in Melbourne, as well as recruiting international students directly through sales and marketing activities. In addition the Sales Manager will assist with development of partnerships with ELICOS providers and enroll students from these partners into ALG courses.

Key Responsibilities:

- Develop and maintain relationships with local international education and recruitment agencies onshore
- Visit education immigration agents regularly to educate and promote ALG's course offering in Melbourne for all markets in line with KPIs
- Conduct presentation to students at affiliated ELICOS providers to drive sales for ALG
- Provide ongoing training, product information and relevant marketing support for education agent partners
- Assist with the design of compliant and effective international marketing collateral in accordance with ESOS requirements
- Collaborate with the Admissions Department when required with enrolments/applications
- Handle incoming enquiries from students and education agents
- Assure an improving conversion rate by following up on pending offer letters weekly

Qualifications & Experience:

- Bachelor degree or higher qualification in marketing, international business or management is desired but not required
- Previous Sales experience in an RTO
- Solid understanding of the ESOS ACT
- Strong understanding of at least one of ALG's product offerings
- Ability to initiate and manage business and working relationship across a diverse group of cultures
- Ability to work autonomously and proactively
- A good understanding of numbers, reports and planning
- Impeccable time management skills
- Natural ability to negotiate and problem solve, handle complaints and difficult situations
- Result focused and a creative thinker
- Preferably speaks a language other than English, Spanish is an advantage

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.



visit alg.edu.au/career-opportunities/ for more opportunities

AUSTRALIAN COLLEGE OF
SPORT & FITNESS

AUSTRALIAN COLLEGE OF **DANCE** **4Life College**

Australian Learning Group Pty Ltd RTO 91165 CRICOS 03071E