



## PR/094336 | Student Recruitment Channels

### 募集職種

#### 人材紹介会社

JAC Recruitment Vietnam Co., Ltd

#### 求人ID

1509529

#### 業種

教育・学校

#### 雇用形態

正社員

#### 勤務地

ベトナム

#### 給与

経験考慮の上、応相談

#### 更新日

2024年12月11日 15:42

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

#### STudent Recruitment Channels

We are looking for a Senior Officer, Student Recruitment Channels

#### LOCATION

HA NOI

#### COMPANY OVERVIEW

Our client is an International University in Vietnam

#### JOB RESPONSIBILITIES

- Actively promote recruitment for various educational programs.
- Achieve personal and team recruitment targets by attracting new applicants to programs.

- Maximize conversion rates from leads to enrollments through effective sales processes and customer care.
- Develop and manage current channels, networks, and personal accounts for student recruitment.
- Build and maintain relationships with agents and recommenders, exploring new potential markets.
- Manage approved commission schemes for agents and recommenders, and provide regular training sessions.
- Develop personal recruitment sources and networks from various sectors to increase potential leads and enrollments.
- Manage recruitment sources and channels with effective account management methods.
- Liaise with data management staff and internal audit to ensure the sales database is updated, trackable, and analyzable.
- Provide high-quality customer care, prepare periodic reports, and participate in internal and public events.

#### **JOB REQUIREMENTS**

- Vietnamese national with a Bachelor's degree in a relevant discipline, preferably in Marketing or Business Management.
- Minimum of 2 years of proven experience in a similar role, preferably with local and international agents, and in both B2B and B2C sales.
- Exceptional selling skills with a strong sales aptitude, customer focus, and relationship-building abilities.
- Strong leadership, problem-solving, and analytical skills, with proficiency in planning and execution.
- Excellent written and verbal communication skills in both Vietnamese and English.
- Computer literacy in MS Office applications (Word, Excel, PowerPoint, Outlook).
- Professional, proactive, result-driven attitude with a "can do" mindset, able to work under pressure individually and in a team.

#### **BENEFITS**

- Competitive salary package based on qualifications and experience, plus benefits.
- 13th-month Tet bonus for Vietnamese employees and annual cost of living adjustments.
- Performance-based annual salary increases and bonuses, along with recognition programs.

---

会社説明