

Job Title: Direct Sales Executive (Africa and Latin America)

Responsible to: Regional Manager (Africa & Latin America).

Department: Sales and Marketing, based in Birmingham.

About QA Higher Education

QA Higher Education is a private UK Higher Education provider, currently partnering with universities, colleges and education specialists across the UK to recruit, market and deliver a range of programmes from foundation level, to undergraduate and postgraduate level.

About the Role

The role will be primarily working with in-bound leads; enquiries received online, via our software systems, at events, or walk-ins at one of our campuses.

Using your sales and customer relationship skills, your role is vital in helping students pick the right course, assisting them through the application process and ultimately ensuring they successfully enrol on their chosen course.

You will require previous sales experience to be successful in this role. We're looking for someone with a positive, driven personality and the desire to learn and succeed. French or Spanish speaker desirable.

If you are looking for a desk based telephone sales student recruitment role that is a rewarding financially as personally satisfying then please submit your CV and Cover letter.

Main Responsibilities

- Responsible for all outbound calls for the region (Africa and Latin America)
- Responsible for organising and managing campaigns using our database information and working with the Regional Manager and the Marketing team.
- Responsible for meeting weekly application targets from our database.
- Responsible for meeting student number and revenue targets.
- Responsible for reporting on weekly forecasts and predictions on outbound calls activities.
- Responsible for forecasting revenue from Telephone calls activity.
- Responsible for meeting the team direct sales target.
- Responsible for organising campaigns to attract leads to the database.
- Must be flexible with working hours including some weekend work or work as required by the Regional Manager and the recruitment team.
- Reports to the International Officer to provide full support to the Regional Manager.

Skills & Experience Required

- Sales driven and motivated by a target based culture
- Self-Starter, quick to take the initiative and spot new opportunities
- Commercially focussed, capable of delivering results in a cost effective manner
- Entrepreneurial and innovative with a delivery focus .
- Strong organisational and planning skills .
- Capable of building working relationships and networks with people from a range of backgrounds and cultures.
- Skilled negotiator and must be able to build strong professional relations with agents, students and clients.
- French or Spanish speaker desirable.
- Must be trustworthy and honest.
- Excellent communication skills, both verbal and written .
- Strong customer focus, confident and committed to ensuring delivery of excellent service standards.
- Must be able to prioritise work to meet the demands and revenue targets of the team.
- The successful candidate will ideally have a working knowledge of Higher Education .
- Experience of outbound sales is desirable (i.e. telesales).
- Undergraduate degree preferred .
- A MUST - a driven, passionate, entrepreneurial, competitive and hardworking individual .