

# EDUCATION ACCESS (AUSTRALIA) PTY LTD

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## **STUDENT RECRUITMENT OFFICER**

### **About the role:**

The overall purpose of the International Student Recruitment Officer's role is to increase the volume, quality and diversity of students for EAA, in line with Risk Assessment Level 1 and 2 country targets. You will spend the majority of your time in the field developing and cultivating prospects, moving them through the sales process and closing the business.

### **Key Responsibilities:**

- Develop and maintain relationships with key stakeholders
- Undertake travel for marketing and promotion campaigns
- Proposing, presenting and engaging in onshore and offshore promotional sales and marketing activities
- Achieve set targets in the student recruitment function
- Maintain relationships with educational agents and contracts
- Maintain CRM system

### **Key Selection Criteria:**

- Previous experience in a similar role at a CRICOS registered provider is essential, as you must have a solid understanding of the International VET Sector and student visa regulations
- 2-5 year's sales experience in the International student recruitment arena, education, and sales industries.
- Success in prospecting, building pipelines, and setting up opportunities
- Dynamic, energetic and enthusiastic about growth and marketing
- Excellent people and communication skills with a strong ability to work with diverse cultures
- Ability to work to targets
- Tertiary qualified in marketing is desirable, not essential
- Eligibility to work in Australia

### **About the Company:**

Education Access Australia (CRICOS Provider code 02450B) is a wholly owned quality private education provider of VET education services of International students. We provide course offerings across English, Automotive, Hospitality, IT, Business, Leadership Management and Engineering. Due to the exciting new ownership of the RTO, by a reputable global organisation, we require an experienced marketing person to assist the marketing manager to drive International student enrollments. The new ownership has as it's overall core values Growth, Integrity, Learning and Employability and dedicates it's focus to the provision of quality training, community support and student success.