

# Head of Sales & Admissions - EF Education First

2022-01-14 17:57:32

## Company name

EF Education First Japan Ltd.

## Job description

### Head of Sales & Admissions

#### Responsibilities:

- Engage and inform prospective parents and students about EF Academy and the benefits of an education in our high schools, serving as the face of the school in Japan
- Promote our top-ranked program to potential customers and drive direct sales through phone and face-to-face conversations
- Build and maintain long-term customer relationships
- Set, drive towards and exceed individual and team sales targets
- Develop and implement sales and marketing strategies
- Generate new partnerships and maintain existing relationships with middle schools, universities and other related B2B channels
- Motivate, coach and develop Admissions Consultants, including undertaking performance reviews and creating development plans
- Control and monitor a set budget
- Work in close collaboration with international stakeholders across EF offices and schools in order to deliver a quality experience for customers

#### Requirements:

- Bachelor or postgraduate degree
- Full fluency in Japanese and high proficiency in English (C1 required)
- Sales-oriented and target-driven, with experience selling academic / international education programs or high-end products
- Proven track record in achieving and exceeding sales targets
- Experience managing high-performing sales teams
- Experience of studying, living, and/or working abroad
- Exceptional interpersonal skills and communication skills
- IB Diploma or boarding school background is a plus

Please submit your English CV to: [megumi.hashino@hultef.com](mailto:megumi.hashino@hultef.com)

**Email**

megumi.hashino@hultef.com