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PARTNERSHIPS SPECIALIST OF STUDENT MOBILITY

PARTNERSHIPS SPECIALIST OF STUDENT MOBILITY FOR GERMANY

Do you have a passion for travelling and internationalization?

Do you enjoy of helping people to learn about life, themselves and others?

Do you get fired up by sales and achieving results?

How about a job that is changing people's lives?

If you answered 4xYES!, we would love to hear from you! Asia Exchange is looking for a positive-minded colleague to help university students from Germany to our student exchange destinations in Asia and around the world.

You are interested in education and international sales, account management and building networks with new people. You will work in close collaboration with your colleagues, sending universities and their students. You will heavily lean on strategic sales approaches that look to build long-term partnerships and provide solutions rather than transactional sales.

Succeeding in this job requires great communication skills, problem-solving ability, personal confidence, and flair to turn challenges into opportunities. You are an opportunist who gets motivated by goals and success of your colleagues and customers. In short, you know what intrapreneurship means or are willing to learn it.

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You have preferably already gained experience in networking and selling services. You can listen and ask the right questions to find out the customers' needs. You enjoy inspiring and convincing people with tailor-made solutions to fit those needs.

Germany is our biggest sending country. In this position German language skills, knowledge about Germany and prior international experience, are advantages.

WHAT YOU WILL BE DOING

- Plan and enact sales strategies for our services directed at students and universities.
- Strive to exceed sales targets in order to grow your market.
- Develop partnerships with existing sending universities. (B2B)
- Prospect for new sending university partnerships. (B2B)
- Use your performance skills to attract students realize their study abroad opportunities and apply. (B2C)
- Communicate with students and universities to convince, convert and retain applicants.
- Provide Life Changing Experiences as our product for young people.

WHAT WE ARE LOOKING FOR

- An ambitious target-setter with a growth-mindset and fitting values.
- Ability to succeed in a start-up-like environment. (We are agile, flexible, earthy, ambitious, and motivated. You also?)
- Hunger to hunt for new contacts and grow your customer portfolio.
- Ability to create and deliver presentations tailored to the audience's needs.
- Service excellence -mindset.
- Strong, confident communication skills both spoken and written in English, fluency in German is an advantage.
- International experience for example through studies abroad is an advantage.
- Prior experience selling services are an advantage.

WHAT WE OFFER

- A unique business industry and company that changes people's lives.
- A meaningful, versatile and international job role at our office in the most desired city in Finland - Tampere.
- Travelling opportunities abroad to meet students and universities.
- A work environment that allows you to grow and see the fruits of your efforts.
- A dynamic work culture with a can-do attitude and growth-mindset to change the world.

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- Supportive, friendly coworkers from all over the world.
- Bonus incentives for reaching your targets in addition to a monthly salary.

OUR STORY

Our story began 15 years ago, when two Finnish exchange students fell in love with Asia and wanted to open the doors for students across the globe (more in this [article](#)).

The mission became to create a simple and affordable route to Asia to enable life-changing-experiences for other students. We believed that by having more students going abroad, we could avoid many of the problems our world is facing, such as polarization of people.

Our operations have since evolved to a global scale, also offering destinations outside of Asia under the new Beyond Abroad brand. To our great delight, over 8000 students from 100 countries have taken up the opportunity so far. Today we are the most international, innovative and the most affordable operator in our industry. Our journey continues to be built upon by our 15-strong team in Finland, Hong Kong, Bali, Vietnam and the Philippines.

Please upload your application, CV and video greetings by 5.9.2021 via our [job form](#). For any queries, you can contact Sales & Relationship Manager Joonas at joonas@asiaexchange.org or +358 45 1700 757 on 26.8 from 14.00 to 16.00 GMT+2.



Asia Exchange team on a business trip to Bali, Indonesia

Asia Exchange enables students to study abroad in Asia. We increase internationalization and streamline student mobility in a convenient and affordable way.