



EDUCATION SALES SPECIALIST

EDUCATION SPECIALIST

Asia Exchange is looking for an international education expert in program design and partnerships.

Are you interested in education and international sales, account management and building networks? Do you also have a passion to create things (in this case study programs) from scratch? Then we want to hear more from you! You will be a part of our Sales and Marketing team and look to grow our network of sending partner universities and strategic partners. In your role, you will work closely together with not only our current and potential sending university partners, but also with our receiving institutions and our coordination team to plan, sell and execute fully customized study abroad programs around the world in addition to promoting our standardized semester-long and short-term programmes. Your target region will be North America.

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

You have preferably already gained experience in selling services and are a natural networker at events or through digital platforms. You can listen and ask the right questions to find out the customers' needs. Additionally, you are proven in project management and can plan, manage and execute multiple projects at the same time. Knowledge on Asia Exchange and Beyond Abroad study destinations, previous experience in sales or international student mobility as well as knowledge on mobility systems and trends in USA are big benefits.

WHAT YOU WILL BE DOING

- **University Partner Development:** Identify, initiate, and cultivate partnerships with universities across North America to promote our study abroad programs.

- **Program Design:** Collaborate with university partners to design customizable/faculty-led study abroad programs that cater to the specific needs and interests of American universities, their faculties and students.
- **Market Research:** Conduct thorough research to identify trends and opportunities in the US study abroad market and propose innovative program ideas.
- **Collaboration:** Work closely with our sales and partnerships, marketing, and student support services teams to ensure successful program implementation and student satisfaction.
- **Proposal Development:** Prepare and present proposals to potential university partners, showcasing the benefits of our programs and the value of collaboration.
- **Negotiation:** Negotiate terms and agreements with partner institutions and stakeholders ensuring mutual benefit and sustainable partnerships.
- **Budget Management:** Develop and manage program budgets to ensure profitability and cost-effectiveness.

WHAT WE ARE LOOKING FOR

- Degree in Business, International Relations or other equivalent degree- Previous work experience in sales, service design, project management and student mobility are an advantage.
- An ambitious target-setter with a growth-mindset
- Hunger to hunt for new contacts and grow your account portfolio
- Ability to create and deliver presentations tailored to the audience's needs
- Project management skills while not forgetting a customer-focused, service excellence - mindset
- Strong, confident communication skills both spoken and written in English. Let us also know what other languages you speak!
- Availability to travel (for example to USA for longer periods of time annually)

WHAT WE OFFER

- A unique business industry and company that changes people's lives.
- Experience a meaningful and international role at our office in Finland's most desired city - Tampere. For the right candidate, flexible remote work options are available, though initial onboarding and periodic visits to Finland will be required.
- Enjoy opportunities to travel abroad and engage directly with students and universities in the US and possibly other locations.
- A dynamic work culture with a can-do attitude and growth-mindset to change the world.
- 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 in 2007, 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 was 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 today such as political polarization and even wars.

Our operations have since evolved to a global scale, also offering destinations outside of Asia under our sister brand Beyond Abroad. To our great delight, already 10 000 students from 110 different countries have taken up the opportunity so far. Today we are the most international, innovative and the most affordable operator in our industry. And the biggest one located in Europe. Our journey continues to be built upon by our +20-strong team in Finland, Hong Kong, Bali and the Philippines as we venture into new markets.

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Please upload your application, CV and video greetings via our [job form](#) by 26.11.2023. For any queries, you can contact Sales & Relationship Manager Joonas Salo at joonas@asiaexchange.org or +358 45 1700 757.



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.