



PARTNERSHIPS SPECIALIST

We are looking for a positive-minded star to strengthen our international team. Your core responsibility is to increase student mobility to our various destinations around the world. You will work towards this goal in close collaboration with universities and other stakeholders such as study abroad agents. This position is a unique blend of sales, relationship-building, and marketing activities. You will have an impact on enabling more students abroad from France and growing one of our key markets in Europe, along with the opportunity to seek out and explore new potential student markets.

Succeeding in this job requires great communication skills, problem-solving ability, personal confidence and flair to turn challenges into opportunities. You are a positive opportunist who gets motivated by target setting and you have the ability to work independently. In short, you know what intrapreneurship means or are willing to learn it. Preferably, you have previous experience in the B2C and/or B2B markets, and (digital) sales. French language skills and prior international experience are an advantage.

WHAT YOU WILL BE DOING

- **Partnership Development:** Develop and nurture partnerships with universities and educational institutions to promote Asia Exchange study programs.
- **Growing our networks:** Prospect for new sending university partnerships.
- **Marketing and Promotion:** Plan and execute webinars, attend international days, and other events to engage with prospective students and sending universities.

- **Market Research:** Conduct market research to identify potential partners and market trends.
- **Collaboration:** Work with the marketing team to create and implement marketing strategies to attract students.
- **Service excellence:** Provide exceptional customer service to both B2B (sending universities) and B2C (students) customers.
- **B2B Partnerships:** Represent Asia Exchange at international education fairs and conferences and travel to meet with partners and attend relevant events as needed.

WHAT WE ARE LOOKING FOR

- Bachelor's or Master's degree in Business, International Relations, Marketing, or related field. Previous similar work experience in sales or international student mobility is an advantage.
- Ability to succeed in a start-up-like environment. (We are agile, flexible, ambitious, and motivated. How about you?).
- Experience building rapport and maintaining strong, long-lasting client focused B2B relationships.
- A people-person who is comfortable making new connections in a room full of strangers.
- Strong, confident communication skills both spoken and written in English. Proficiency in French is an advantage.
- Willingness to travel (especially in European countries).

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 Europe and possibly other locations.
- 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.
- 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.

Please upload your application, CV and video greetings by 7.1.2024 via our job form. For any queries, you can contact Chief Business Officer 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.