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SALES AND PARTNERSHIPS MANAGER

Asia Exchange is a leading European study abroad company, established in 2007 in Finland. We collaborate with higher education institutions on a global scale to enable more international opportunities for independent study abroad students. We provide life-changing experiences for young people, believe that the further you go the more you grow and our mission is to foster cultural understanding for students for the benefit of the global population. Learn more about us: www.asiaexchange.org and our sister company www.edunation.co

We are now looking for you to fill a new role,
SALES AND PARTNERSHIPS MANAGER

Job Description

In the role of Sales and Partnership Manager, you will be responsible for both customer account management on an international scale and the daily leadership of the sales team. Your clients include educational institutions and industry partners, and you will also engage in new customer acquisition within these target groups. As the team leader, you will plan and monitor the development of existing customer relationships and sales. You will lead and coach your team towards goals, ensuring their skills and confidence grow along with the business.

As part of this recruitment, we are also hiring another Sales and Partnership Manager for a similar role at our sister company, Edunation, which is Finland's leading education export organization. In this case, the focus is primarily on Finnish higher education institutions and helping full-degree students to Finland together with a multinational team. We are happy to provide more information about this position as well. Learn more: www.edunation.co



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Who Are We Looking For?

We are a growing company operating in a people-centric business in a fast-paced and constantly changing environment. You will have the opportunity to create effective processes and influence your role more broadly within our company – the table is not set. We are seeking a solution-oriented, results-driven, and entrepreneurial professional who has experience in customer interface roles. Experience in long-term customer relationship management and new customer acquisition is valued. We also hope that you can and want to meet our clients located across Europe and potentially the rest of the world in person.

Do you also have a genuine interest in leadership and sharing your expertise? Our sales team needs you as a guiding force, working side by side in operational tasks, sharing your knowledge, and sparring with your colleagues to help them improve. Our working language is English and we expect fluent proficiency in both written and spoken communication.

Why Asia Exchange?

Our work is socially meaningful. Our primary goal is to contribute to a better tomorrow by enabling life-changing intercultural experiences easily and affordably both inside and outside the classroom for as many students as possible, without forgetting the academics! We hope that you also find the significance and values of our work important. We are the market leader in our field, with employees from multiple different nationalities working in Finland and around the world. The role is based in our Tampere office, and we hope to see you there frequently. We operate without unnecessary bureaucracy, and collaboration and conversation extend beyond role and team boundaries. We offer flexible working methods and competitive employee benefits. Your monthly salary consists of a basic salary of approximately €4000 and a performance-based component of €500-1000.

Shall we talk more?

The application period is open until February 11, 2024. We will fill the position as soon as we find the right candidate. You can send us your contact information and application documents through the link [here](#). For more information about the position, the application process, and technical details, you can contact Joonas Salo at +358 451700757.

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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Asia Exchange team on a business trip to Bali, Indonesia