

## **REGIONAL RECRUITMENT MANAGER – INDIAN MARKET**

Planeta Formación y Universidades currently has 100,000 students from more than 114 nationalities. The training task is developed in face-to-face centres in Spain, France, Italy, Morocco, Egypt and Colombia and offers online and blended options. From this open outlook, more than 300 programmes are delivered every year in prestigious universities, business schools, partnering universities and vocational training centres.

Connecting people to talent and knowledge, an essential connection feeds the societies and communities in which we operate. Therefore, we are currently looking for a Regional Recruitment Manager for the Indian Market to promote our schools and universities through different channels.

### **What will your day to day be like?**

- You will be in charge of the generation and recruitment of candidates in India.
- You will find and enrol new agencies and collaborating partners to achieve the objectives defined by our company.
- You will liaise with agencies to organize promotional fairs and events (B2B, B2C) and participate in local actions to increase recruitment and the positioning of our different institutions.
- You will train and manage the local agencies.
- You will handle the contracts with the new agencies.
- You will develop new collaborations and alliances with companies and local universities in order to increase the Indian network.
- You will collaborate with the International Admission Director of our institutions to coordinate the local strategy.
- You will follow up your KPIs to achieve the monthly and annual objectives.
- You will assist in analysing data (Campaign results, conversion rates...).

### **What would we like to see in your CV?**

- University degree in business or related. Valuable Master in Marketing, Sales or Business Administration
- Fully competent in English. French or Spanish will be a plus.
- +7 years of experience in a similar position, B2B sales or business development position.
- Experience in Higher Education industry is required.

### **How would we like you to be?**

- Competitive, with a focus on short and long-term goals.
- Willing to travel within the country and sometimes internationally.
- Highly autonomous, proactive and goals oriented
- Good communication skills.
- Flexible and adaptable

**To apply, send your CV to [avilaro@planeta.es](mailto:avilaro@planeta.es)**