

## Détail de l'offre : International Sales and Marketing Manager

<b>Partenaire</b>	UNICA
<b>Titre</b>	International Sales and Marketing Manager
<b>Description du poste</b>	We offer different products and portfolios and hence we need a flexible and adaptable employee who will be able and willing to work with us as a team and help us in different phases of sales and marketing of our products. The employee will be expected to take initiatives and contribute to the developments in the organization. The employee must be fully prepared and comfortable to interact, meet, make calls and write to different business clients, which can be Universities, Consultants, High Schools or any Service provider in/from the education sector. The roles can change as per the need and the project movements at different times, however the roles will be completely in Sales & Marketing field.
<b>Type de contrat</b>	Stage
<b>Description de la société</b>	<p>UNICA (University Common Applications) is a technology outfit/organization in the International Student Mobility Sector. The organization works closely with Institutions, Universities, Education and Recruitment Consultants, High Schools and Government Bodies, Embassies and other Service Providers.</p> <p>UNICA is the world's largest consultants listing portal and CRM for Higher Education Recruiters. The key forte of the organization is to provide digital online marketing &amp; promotion solutions, for recruitment, office operations management, B2B networking, reach out and business development in the student mobility sector.</p> <p>AI and use of intelligence in assisting users to procure students / to mobilize them is what interests us. We have experienced 600% growth since 2016 and we are aiming for faster growth with some of the new lined up projects from September 2019.</p>
<b>Localisation</b>	New Delhi
<b>Pays</b>	Inde
<b>Profil recherché</b>	The Role includes selling and promoting the Unica/Uniagents portfolio product and services to Education Universities and Education Agencies/Consultants, High Schools and Service Providers globally.

Job Title: International Sales & Marketing Manager

Min. Work Exp. Reqd.: 3-5 years in relevant field

Salary: Attractive Salary. Best in Industry

Location/Base: Vigyan Vihar, Delhi (Near Karkarduma Metro) or Noida sector 62

Directorate/Dept.: Sales and Marketing

Reporting to: Operations Lead Sales & Marketing

Working Hours /days: Monday – Saturday, Flexible shift timings, dependent on the target market and region

### DUTIES AND RESPONSIBILITIES

- This role will be a combination of multiples skills – candidate must be able to perform sales, along with counseling and business development
- Professionally and effectively employs sales skills to achieve targeted sales, within specified time scales
- Targeted sales campaigns to achieve sales & Increase the level of sales and business mix from individual clients
- Increase share of each market sector. Identify and develop sources of potential clients
- Effectively communicate with clients to gain commitment to purchase
- Maintain regular contact with Key Clients, Develop and maintain relationships

- Effectively communicate with clients via telephone, email, Skype/face-to-face, social media and written communication
- Overcome client resistance/objections to products, & be able to match appropriate products to clients' requirements.
- Advise the management of client feedback/comments relating to the product content and pricing as well as company performance
- Provide a weekly schedule of planned activities
- Be able to demonstrate a full knowledge of all products, relevant selling points and benefits
- Keep abreast of competitor activity and recommend any necessary tactical action
- Provide time-phased, qualified reports on achievement and activities
- Update accurate records of all contacts with clients
- Liaise with other members of Sales Team to actively promote sales opportunities, exchange information and increase professionalism
- Experience in dealing with people across a range of organizations and different cultures, as well as experience managing projects and delivering them in a timely manner.
- The role MIGHT requires travel within India and overseas

#### SKILLS REQUIRED

- Preferred degree, and previous experience in a Higher Education environment,
- Excellent interpersonal, communication and presentation skills combined with efficient and effective administrative skills and the ability to organize and prioritize your own workload and work without direct supervision
- Being self motivated and flexible to work in rotational shifts (Shift Window 6:00 am – 11:30 pm IST)
- High ownership, Team player and multitasking skills
- Good Knowledge of online and offline marketing
- Good Microsoft Office& Excel user skills
- Natural feel for structure

#### Administrative/Managerial Responsibilities:

The post holder has any responsibility for management, supervision of the task allocated within the team or by Project supervisor. Position Holder is responsible for assessments after training and development provided by the company. Once the Project starts to grow the Position Holder may be required to be responsible for recruitment, appraising and disciplinary matters of new recruits on the project vertical. It is a fast growing position and company would expect the position holder to reach middle level position within 12 months. It's a semi incubation centre so invest made in training the position holder for Sales and Marketing skills must be demonstrated in the work and the position holder must have the drive to grow quickly both in terms of responsibilities and hierarchal position in the organization.

#### INFORMATION RESOURCES

Position holder will be trained regards to inputting data, maintaining information systems/databases and report writing.

#### THE WORKPLACE

The post-holder is likely to be based at the Project Development Unit in Delhi (Near Karkarduma Metro Station, Delhi or Noida sector 62) and other bases they will be required to travel. Includes Noida, Gurgaon and South Delhi but the travel is not frequent. There may be international and national travel depending on the allocated project but the company pays all travel and expenses.

#### EQUAL OPPORTUNITIES

The Organization is committed to eliminate racism, sexism and forms of discrimination. The Trust will not discriminate on grounds of age, color, disability, ethnic origin, gender, gender reassignment, culture, health status, marital status, social or economic status, nationality or national origins, race, religious beliefs, or non beliefs, responsibility for dependents, sexuality, trade union membership or hours of work. It is required of all

employees to uphold this policy in the course of their employment with the Organization and whilst undertaking their duties.

#### HEALTH & SAFETY AT WORK

Position holder must get self insured to cover any kind of risks.

#### CONFIDENTIALITY

The post holder will maintain confidentiality when dealing with sensitive material and information, but will encourage people to be open and raise concerns.

#### DATA PROTECTION

All staff must be aware of the Data Protection Act. The protection of data about individuals is a requirement of the law and if any employee is found to have permitted unauthorized disclosure, the organization and the individual may be prosecuted. Disciplinary action will be taken for any breach.

#### MOBILITY/FLEXIBILITY

Your normal place of work will be as stated above, but as a term of your employment you may be required to work from any of the organizations establishments within the geographical area of NCR and Travel nationally and internationally as and when needed.

#### NO SMOKING/ NO Alcohol Consumption/ STRICT VEG Food POLICY

The organization operates on a smoke free, Alcohol Free & Vegetarian Food policy which means none of the above are allowed anywhere on organization site.

**Secteur** Formation et Enseignement