

Business Development Manager

About Us:

Academies Australasia College (AAC) is a leading education provider in Singapore, offering Certificate in English courses, Singapore Government School Preparatory courses, Diploma and Advanced Diploma courses and Top-up degree programmes. AAC is a part of the Academies Australasia Group.

- It is part of a group that has a long history and it is listed on the Australian Stock Exchange
- It has an excellent location within the education hub in Singapore. It is easily accessible and it's close to the National Library
- It has modern facilities and equipment
- It has well qualified and experienced teachers and trainers
- It has a multicultural environment with students and staff from many countries

Roles and Responsibilities:

We are looking for a Business Development Manager who will be responsible for identifying and recruiting students for the various programs.

- Contributes information, ideas, and research to help develop marketing strategies
- Helps to detail, design, and implement marketing plans for each product or service being offered
- Sets marketing schedules and coordinates with colleagues, sponsors, media representatives, and other professionals to implement strategies across multiple channels
- Develops sales strategies and approaches for various products and services, such as special promotions, sponsored events, etc.
- Answer incoming calls from prospective customers
- Use scripts to provide information about product's features, prices etc. and present their benefits
- Ask pertinent questions to understand the customer's requirements
- Persuade the customer to buy by demonstrating how Programmes and services meet their needs
- Record the customer's personal information accurately in a computer system
- Deal with complaints or doubts to safeguard the company's reputation
- Go the "extra mile" to meet sales quota and facilitate future sales
- Keep records of calls and sales and record useful information
- Answers questions from agents and students about product and service benefits
- Maintains excellent relationships with clients through superior customer service

- Analyses trends, data, demographics, pricing strategies, and other information that can potentially improve marketing and sales performance
- Implements and adheres to company policies and procedures
- Attends trade shows and travels to meet clients as needed
- Ensure that agents are properly trained and updated

Package:

- Salary of S\$3.0K (basic) + S\$2.0K (average comm)
- On-the-job training provided under an experienced sales staff.

Requirements:

- Foreigner may apply.
- Fluent in English.
- Driven and hungry for success. He/she must be resourceful and has a positive mind set
- Fresh graduates are welcome
- Basic Sales Experience with Excellent communication skills.
- Digital marketing experience and knowledge will be advantage.
- Ability to create and deliver Presentations and Proposals.
- Prior experience in the education industry will be an advantage.
- Able to speak either Tamil or Hindi will be an advantage.

Join our institution and play a vital role in shaping the future of education! We offer a competitive salary package, professional development opportunities, and a collaborative work environment committed to excellence in education! Note: We are an equal opportunity employer and welcome applications from candidates of all background