

Job Description: Global Consultants (International Recruitment)

Position Title: Educational Counsellor – Business Developer – International Recruitment

Employment Type: Part-time / Full-time/ Contract

Location: Remote (Travel may be required)

Reports To: Country Head

Compensation: 100% Commission based

Position Summary

The **Global Consultants** (International Recruitment) is responsible for expanding the organization's local footprint by developing partnerships with universities and colleges in their respective markets with prospective students and agent. This role combines recruitment expertise, market knowledge, and business development strategy to drive international student enrollment and strengthen the organization local outreach.

Key Responsibilities

International Recruitment & Market Development

- Identify, develop, and manage recruitment channels in targeted local markets (e.g., agents, colleges, universities, government programs, and student associations).
- Develop interest and educate local students with the advantages of studying abroad, share resources, how to achieve their career aspirations to study abroad
- Maintain an active list (pipeline) of potential students shared with the team lead, partner with a country head to help completing the visa application, follow up with the progress as needed
- Conduct continued market research to understand recruitment trends, student mobility, interest areas, countries of interest and market gaps, competitor activities and keep reporting manage informed about the updates
- Create and execute market-entry strategies to increase brand visibility and student enrollment from priority regions (ex: partnership with a new college, university, agent, target marketing during local high school graduation result publication date, university convocation or carnival
- Lead country-specific or regional campaigns to promote programs and services based on business cycle or seasonality shared by the country head.

Relationship Management & Partnership Building

- Build and maintain strong relationships with country head, local counselors, schools, universities and other agents.
- Attend agent performance training, resources, and ongoing support to enhance conversion rates.

- Develop partnership and create student recruitment options within organizations policy in consultation with the country head

Consulting & Student Advisory

- Provide professional guidance to students and families regarding program selection, admission requirements, scholarships, and visa processes.
- Conduct webinars, information sessions, and recruitment events tailored to specific regions in collaboration with the country head and counselling officers as needed
- Support students throughout the application journey to ensure a seamless admissions experience.

Business Development & Sales Execution

- Recommend or Develop proposals, presentations, and promotional materials tailored to the market
- Achieve recruitment and revenue targets by converting leads into enrolled students. Expectation is 1 closed file every month after 3 months, maintain pipeline of students at least for next 6months
- Monitor and optimize the recruitment pipeline using CRM tools provided by the country head
- Connect with country head to engage in negotiate agreements with partners in alignment with company policies and market standards.

Brand Promotion & Outreach

- Represent the organization at fairs, conferences, and networking events as required.
- Collaborate with marketing team/ country head to create region-specific campaigns, digital content, and promotional strategies.
- Provide input on cultural insights to ensure marketing content resonates with target audiences.

Qualifications

Education

- Bachelor's degree student/graduate at any reputed university or colleges or influencers preferred

Professional Experience

- Experience in any direct sales will be an asset
- Experience working in a group, team sports, music, social networking will be preferred

Skills & Competencies

- Strong cross-cultural communication and relationship-building skills.
- Passion and understanding of international education systems, visa processes, and market regulations
- Ability to analyze market data and trends and create strategic recruitment plans.

- Self starter, strong sales, negotiation, and presentation abilities.
 - Proficiency with digital marketing tools, and Microsoft Office/Google Workspace.
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Key Attributes

- Culturally aware with the ability to communicate and relate to different demographics
 - Results-driven with an entrepreneurial mindset
 - Confident public speaker and presenter
 - Able to travel internationally as required
 - Resilient, adaptable, and solutions-focused
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Compensation & Benefits

- Flexible work hours
- Competitive attractive commission/bonus structure and growth opportunities
- International travel opportunities
- Professional development and training
- Flexible and multicultural work environment