EF Education First, Sales Director

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Company name
EF Education First Japan Ltd.

Job description
If you would like to apply for this position, please send your CV to Masi Adris, Director of Recruitment and Employee Development ASIA.

SALES DIRECTOR

Are you dreaming about an entrepreneurial challenge where you drive your business and have a real impact on Japan and the young Japanese people's future? Please continue reading to learn how you can join our business of Opening the World Through Education, bringing Japan to the world and the world back to Japan.

In this role you will be responsible of a team and lead our mission to drive big growth in Japan the coming years. Japan has been selected as one of our future top markets and we need a strong, ambitious and hungry leader to take on this mission. Your responsibilities will include overall strategic development, driving day-to-day sales and marketing activities, management, recruitment and development of staff, and oversight of P&L.

RESPONSIBILITIES

Strategy

- Your teams, sales situation, the current market, our customers and our competitors
- Develop sales and marketing strategies and then implement strong impactful tactics
- Contribute to the development of the dedicated product under your responsibility

Sales

- Develop, execute, and support your team to meet short and long-term sales goals in the Japanese market
- Understand and achieve set sales and business goals
- Have knowledge of current sales trends in Japan, and always be thinking 5 steps ahead
- Overall responsibility for day-to-day sales activities
- Be a role model for sales

Staff management

- Recruit, develop and retain a high performing team
- Motivate teams, establish individual and team goals and objectives
- Responsibility for performance management of sales coordinators, including performance reviews and development plans
- Identify staffing needs and execute successful recruitment campaigns
- Recruit, identify and develop future leaders

Marketing & Operations

- Identify key focus customer segments in the Indonesian market based on global product portfolio
- Develop strategies and marketing tactics to significantly increase the awareness within key customer segments in Japan
- Develop and implement strong Marketing KPI metrics
- Build up new links and maintain existing relations with schools and universities with the purpose of driving business
- Drive local lead generating activities and assist in creating marketing material, its production and distribution
- Responsibility for the control and monitoring of budgets as well as ensuring effective expense planning and cost controls
- Managing time for local administrative work like invoicing, visa preparation and so on

ABOUT YOU

You are the type of person who owns ideas and runs with them. When you are stuck, you always believe there is a creative way around almost any obstacle. And at the end of the day, you haven't lost your ability to laugh. You trust your gut. You love what you do and want to collaborate with the best and brightest team members you can imagine. You are not afraid of rolling up your sleeves and you are a strong believer in leading by example.

REQUIREMENTS

- University degree (preferably in sales, marketing or business)
- 10+ years of work experience, preferably in sales and marketing and a B2C-oriented industry
- Entrepreneurial spirit with a strong sense of ownership
- Proven team leadership abilities
- A highly energetic and ambitious self-starter
- Strong business acumen and commercial instincts
- Excellent communication and interpersonal skills
- Strong network in Japan
- European/Japanese with experience in studying and living abroad

WHY YOU WILL LOVE WORKING WITH US

- It's not just a job – it's a way of life and a chance to make real impact on Japan!
- Performance based bonus
- Exciting opportunities for growth, e.g., international training, seminars
- International travel opportunities, e.g., national and international Sales and Marketing meetings, fam tours to discover our fantastic campuses, incentive trips. Our last tours went to Miami, New York and Dubai.
- Encouragement of personal aspirations and great results with many job-opportunities both locally and around the world

- Make an impact: come to work and help change the world every single day. We believe that education can break down barriers of language, culture, and geography and we are proud of the role that we can play in that
- Have fun! Connect with colleagues at regular company parties and events, or over coffees, lunches or why not a beer

ABOUT US

We are travelers, innovators, doers, and entrepreneurs. We are open, collaborative, dedicated and passionate about our mission to open the world through education. We love to work, but never forget to have fun!

We are 52,000 staff, faculty, and teachers, working in 500 offices and schools across 54 countries. While we continue to grow, we strive to stay small to ensure agility, smart thinking and a fun place to work. For the past 50 years, EF has grown to include a range of programs that give students of all ages the freedom and confidence to explore the world through language, travel, and education.

We commit to carbon offsetting, inclusion and belonging across races, ethnicity, gender identity, sexual orientation, age and religion. To learn more about what global Impact means for us, please go to www.ef.com/impact.

Apply now and start contributing in being the change in Education Travel!

What we do in under two minutes: We are EF Education First - YouTube

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