

# Regional Recruitment Manager China

## Company

Our client company 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, they are currently looking for a Regional Recruitment Manager for the Chinese Market to promote their schools and universities through different channels.

## Responsibility

- You will be in charge of the generation and recruitment of candidates in China
- You will find and enrol new agencies and collaborating partners to achieve the objectives defined by company.
- You will liaise with agencies to organize promotional fairs and events (B2B, B2C) and participate to 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 Chinese 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...).

## Requirement

- 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.
- +3 years of experience in a similar position, B2B sales or business development position.
- Knowledge of the Higher Education industry is required.
- 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

**Please send your resume to: [sh-recruitment@ccifc.org](mailto:sh-recruitment@ccifc.org)**