

Sales & Enrolments Business Partner Jobs in Dubai

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Company: GEMS Education

Location: dubai

Category: other-general

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1- Sales & Enrolments Business Partner

Job: Full Time

Location: Dubai, UAE

Description:
The Sales & Enrolment Business Partner is accountable for achieving sales, enrolment, and retention targets for a cluster of GEMS schools. The role holder is the key point of contact between Marketing, Sales/Enrolments, Communications, Principals and the Cluster VPs. The Business Partner will collaborate with all stakeholders to deliver on set targets across the sales funnel and customer lifecycle.

Job Responsibilities: Accountable for achieving year-on-year school and cluster-level sales and enrolment targets.

Accountable for managing and converting corporate client leads in premium/focus schools, generated by the Corporate Sales Manager

Drive enrolment growth in an assigned cluster of schools through developing and implementing targeted Sales & Enrolment plans.

Responsible for cluster and cluster-wise competitor benchmarking, and providing recommendations for product enhancement across premium schools

Responsible for year/grade-wise customer segmentation and targeting

Job Requirements: A College Degree from a reputed university is desirable (BA or BSc)

At least 5 years experience in a results-driven enrolments/sales role

Sales/Admissions Business Partner experience preferred

A combined background of proactive sales experience is mandatory#J-18808-Ljbffr

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