



HHL is a university-level institution and ranks amongst the leading international business schools. The goal of the oldest business school in German-speaking Europe is to educate entrepreneurial, responsible and effective business leaders. In addition to HHL's international focus the combination of theory and practice plays a key role. HHL stands out for its excellent teaching, its clear research focus, and its effective knowledge transfer into practice as well as its outstanding student services.

The Department of Program Marketing at HHL is currently seeking a

**Sales Manager / Program Consultant (m/f/d)
for the international full-time MBA Program**

This position will be filled at the earliest opportunity.

Main responsibilities:

- Developing, implementing, and evaluation of the marketing strategy for the respective study program (including budget planning)
- Recruiting of qualified applicants by identifying, targeting, and counseling of high potential candidates throughout the whole information and application cycle
- Conception and planning of sales-oriented recruiting events (on- and offline)
- Developing and implementing of tools to improve candidate engagement
- Presenting HHL and the full-time MBA program at selected career fairs and events
- Participation in the design of the program brochure and the program website
- Market and competitor research
- Database and lead management

Required skills and abilities:

- Candidate is expected to hold a university degree
- Sales experience or work experience in international student recruitment is an asset
- Excellent written and oral communication and presentation skills in English
- Experience with the CRM software Salesforce is an asset
- Ability to work independently, willingness to travel and to work occasional evenings and weekends
- Strong interpersonal and intercultural skills with both potential students and faculty
- Diligence and quality focus
- Superior organizational and problem solving skills, ability to manage multiple tasks and successfully meet deadlines

We offer:

- A performance-based compensation
- An international and dynamic work environment
- An enthusiastic team with a professional and inspiring work atmosphere
- Opportunities to develop your range of responsibilities with a high level of initiative
- Flexible working hours
- A wide range of offers as part of the company's health care program
- A place of work in the beautiful city of Leipzig - with high standard of living and at the same time affordable living costs

We are looking forward to your complete application (indicating your salary expectation and the earliest date you can start working) until **October 31, 2021** per e-mail to: personal@hhl.de

HHL Leipzig Graduate School of Management

HR Department

Jahnallee 59 - 04109 Leipzig - Germany

+49 341 9851-759 / personal@hhl.de, www.hhl.de