



Sales and Recruitment Manager

Job Description:

Travel the world for HEC Paris, selling our prestigious MBA Program.

The Marketing & Recruitment Manager (MRM) will work within the Marketing team to promote the HEC MBA program across the World. This position is responsible for strategic sales and marketing activities to attract top MBA candidates through initiatives in their assigned Regions. He/she will drive the customer experience and growth in assigned regions.

Responsibilities:

- Represent HEC Paris as a Brand Ambassador at global events.
- Build strong relationships with prospective students and influencers in your regions
- Develop and implement strategies to create an ongoing pipeline
- Meet sales targets / establish opportunities and develop strategies to maximize brand awareness and applications
- Design a strategy for marketing events/relations in your regions
- Presentation to large audiences
- Ownership of your support activities: your database management, event planning, budget

Profile:

In our team, we are looking for someone collaborative, bright and proactive who will challenge and inspire our team with:

- Excellent customer service and people skills
- Stellar communication and presentation skills
- Ability to travel throughout the world (domestic and international)
- 2 - 4 years' experience, experience in sales is a plus
- Strong database management skills
- English is the working language
- This position will be responsible for Latin America and the Middle East - with possible responsibilities beyond this region
- Location : Jouy-en-Josas (78)

Company Background:

HEC Paris MBA is internationally renowned and recognized by the Financial Times, Economist and Business Week as one of the best MBA programs in the world. Immersed in a 250-strong student body made up of over 50 nationalities, HEC Paris MBA students come from all over the world to earn their MBA in a challenging and intellectually stimulating English-speaking environment.

Contact : Permanent (CDI)

Location: Jouy-en-Josas

Seniority Level: Junior

HEC PARIS

Spécialisée dans le domaine de l'enseignement et de la recherche en management, HEC Paris offre une gamme complète et unique de formations aux décideurs de demain : le programme de la Grande Ecole, les Mastères Spécialisés, les MSc, l'université d'été, le MBA, l'Executive MBA, TRIUM Global Executive MBA, le Doctorat et une large gamme de programmes pour cadres et dirigeants.

Créée en 1881 par la Chambre de commerce et d'industrie de Paris, HEC Paris, membre fondateur de l'Université Paris-Saclay, rassemble 138 professeurs à temps plein, plus de 4 400 étudiants et 8 000 cadres et dirigeants en formation chaque année.