

The University of Applied Sciences Europe – Iserlohn, Berlin, Hamburg educates the designers and decisions-makers of tomorrow in the four faculties of Business, Psychology, Media, Sport and Design. It came into existence in 2017 after the merge of BTK University of Art & Design and BiTS University of Business Leadership. The University of Applied Sciences Europe is member of Global University Systems (GUS) and opens up unlimited career opportunities to its students by awarding a degree with an international reputation. The HTK - Academy of Design is also part of our GUS network and has trained thousands of successful communication designers for a diverse range of creative professions in the international design industry.

The synergy of creativity, entrepreneurial digital thinking, and internationality mutually enriches the faculties and leads to new perspectives in teaching and research, meeting the needs of the job market in the 4.0 era.

For our locations based in **Iserlohn** we are looking for one:

## **Teamleader Sales (m/f/d)**

### **Specific responsibilities:**

- Ensure all leads are contacted in a timely manner and according to the 24 h call rule
- Ensure roles and responsibilities within the Sales teams are clearly communicated and followed up
- Organisation of trainings within existing and newly to be implemented programs, fees, promotions and procedures & processes
- Implementation of the correct and in time effective sales procedures for student admissions
- Attendance in promotional events and conduct campus presentations and tours
- Participation in educational fairs, forums and other out of house activities to create more brand awareness and bring leads on campus to be converted to students enrolled
- Developing preferential relationships with directors & responsible teacher's in targeted schools in order to increase awareness of the UE brand & programs
- Create a network with business partners, institutions and foremost with the UE's UG

### **Requirements:**

- Successfully completed university degree in a relevant subject area
- Experience in customer Service / Sales in education or other B2C service industries
- Motivation to use, develop and manage day to day reporting
- Handle telephone calls preferably within a service organisation or help desk role
- Ability and will to present and talk in front of larger audiences
- Problem-solving and analytical skills to interpret sales performance and market trend information
- Good I.T. skills and a willingness to learn new systems and processes
- Experience with CRM systems
- Excellent oral and written communication skills in German and English
- Ability to motivate and lead the sales team
- Ability to train sales/team members on processes and procedures
- Sense of high urgency within sales execution
- Proactive, self-motivated and achievement driven with a 'can-do' attitude.
- Organised, confident, self-disciplined, thorough and logical

### **Benefits:**

- Unlimited contract based on 40 hours per week
- Play a major role in a dynamic, collaborative and international environment
- Varied tasks in a great team atmosphere

**Interested?** Then please send us your application including cover letter, CV, salary expectations and earliest starting date. We're looking forward to your application via E-Mail [karriere@gusgermany.de](mailto:karriere@gusgermany.de)

### **Feel free to contact:**

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