

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 **Berlin or Hamburg or Iserlohn** we are looking for

Business Development Director (m/f/d)

Specific responsibilities:

- Develop and implement effective sales strategies to support business development goals, across key International markets
- Manage internal and external events including budgets and all literature
- Ensure all customer queries are responded to efficiently and effectively, achieving high volumes of conversation rates in order to meet sales targets within specified timescales.
- Organise sales support and training
- Produce management information reports for the attention of the CEO and the executive management team, highlighting achievements, growth rates and areas for improvement
- Represent the department in both internal and external meetings, promoting awareness, image and the positive profile of the school at all times
- Administer and manage complex bonus systems, ensuring the system is updated in line with internal and external developments
- Assist in identifying and supporting developing potential business partners and to grow existing client relationships
- Responsible for ensuring KPI's are achieved e.g. revenue, customer base, absence levels
- Managing a team to Agency Network, or 'Account Management': develop and train potential agents sourced from fairs, business trips, enquiries, referrals, in general searches in line with business development responsibilities outlined above

Requirements:

- Educated to degree level
- Previous experience in international student recruitment and Management qualification or in a similar position is desirable and
- A sound understanding of regional marketing activities across different educational product types
- Experience of working to tight deadlines and changes in priorities in a fast past environment is essential
- Strong leadership skills, expertise in building strong relationships and effective communicator
- Time management skills, strong organization skills and strategic outlook

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

Feel free to contact:

Ruta Imbrasaitė • HR Department • 030 338 539 670 • ruta.imbrasaitė@gusgermany.de