

Job Advertisement: Sales and Recruitment Officer

Position: Sales and Recruitment Officer

Department: Executive Education Division

Location: Turin Campus, ESCP Business School

About ESCP Business School:

ESCP Business School, founded in 1819, is a globally recognized institution with campuses in Berlin, London, Madrid, Paris, Turin, and Warsaw. Our commitment to excellence has earned us the title of the #1 Executive MBA in Italy and #3 worldwide by the Financial Times ranking. We are dedicated to teaching responsible leadership and promoting European multiculturalism. Join us and become part of a school that values innovation, collaboration, and personal growth.

Position Overview:

Are you passionate about sales? Do you thrive in dynamic, high-achieving environments? ESCP Business School is looking for a talented Sales and Recruitment Officer to join our Executive Education Division at our Turin campus. This role is critical in driving the success of our Executive Education programs, managing client relationships, and ensuring a seamless admissions experience for our candidates.

Key Responsibilities:

- **Sales Activities:** Plan and execute sales strategies (both online and face-to-face) in Italy and Europe, engaging key stakeholders to promote ESCP's Executive Education programs.
- **Admissions Management:** Oversee and coordinate the admissions process to provide a smooth and efficient experience for prospective candidates.
- **Client Relations:** Understand and address client needs, maintaining high satisfaction levels and building long-term relationships.
- **Candidate Follow-Up:** Manage follow-up activities, including CRM management, reporting, and liaising with suppliers to ensure efficient processing and communication.
- **Efficiency Improvement:** Identify and implement improvements to recruitment processes to enhance overall efficiency and effectiveness.

Requirements:

- **Motivation and Target Orientation:** Demonstrated ability to meet and exceed sales targets while working collaboratively across different business units within ESCP's campuses.
- **Team Player:** Strong ability to work within a team, contributing to collective goals and success.
- **Innovation and Autonomy:** Capability to bring innovative ideas to the table and work independently when needed.
- **Language Proficiency:** Fluency in English (C1 level) is required.
- **Experience:** 1 to 3 years of experience in a sales position, preferably within an educational or executive training context.
- **Educational Background:** A Bachelor's degree or equivalent experience is required.

Desired Soft Skills:

- **Interpersonal and Communication Skills:** Strong ability to engage with diverse audiences and maintain effective communication.
- **Networking:** Willingness to attend and participate in networking events, especially those involving an executive audience.
- **Travel Availability:** Flexibility to travel frequently within and outside Europe as needed.

Work Location and Flexibility:

- Based at the Turin campus.
- Flexibility to work remotely up to two days per week.

Why Join ESCP Business School?

- **Prestigious Institution:** Be part of a globally recognized business school renowned for its excellence and history.
- **Professional Growth:** Take on a role that offers significant opportunities for personal and professional development.
- **Dynamic Environment:** Work in a vibrant, international setting with colleagues from various backgrounds and cultures.

- **Impact:** Play a crucial role in shaping the future of Executive Education, making a lasting impact on the careers of our candidates.
 - **Work-Life Balance:** Benefit from a flexible working environment that supports a healthy work-life balance.
 - **Diversity and Inclusion:** Be part of a workplace that values diversity and fosters an inclusive environment where everyone feels respected and valued.
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Application Details:

Interested candidates should submit their CV to our Recruitment Team at recruiting.hrturin@escp.eu. Please note that we have begun screening applications and interviewing candidates. We encourage you to apply as soon as possible, as a successful candidate could be offered the position before the advertised closing date.

ESCP Business School is committed to offering equal employment opportunities regardless of age, sexual orientation, gender, nationality, ethnic origin, disability, or parental status. All employment decisions are based on merit, job requirements, and business needs.

For more information about ESCP Business School, please visit our website at www.escp.eu.

ESCP Business School - Turin Campus

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