

JOB DESCRIPTION

Position: Country Manager - Australia (Education Counselling)

The Country Manager for Education in Australia is responsible for overseeing and driving the strategic growth and operations of our business within the Australian market. This role requires a dynamic and experienced professional with a deep understanding of the education sector in Australia, strong leadership skills, and a proven track record of achieving business objectives.

RESPONSIBILITIES

1. Strategic Planning

- Develop and implement a strategic plan for the organization's activities in Australia, outlining short-term and long-term objectives.
- Identify growth opportunities, market trends, and potential partnerships.

2. Team Leadership

- Recruit, train, and manage a team of education counsellors and support staff.
- Set performance goals and provide guidance to ensure the team achieves its targets.

3. Student Counselling

- Provide expert guidance to students regarding education opportunities in Australia, including universities, colleges, and vocational institutions.
- Assist students in choosing suitable courses and programs based on their career goals and academic qualifications.

4. Liaison with Educational Institutions

- Establish and maintain strong relationships with Australian universities and educational institutions.
- Negotiate agreements, partnerships, and scholarships to benefit students and the organization.

5. Regulatory Compliance

- Ensure compliance with Australian education regulations, visa requirements, and other legal obligations.
- Stay updated on changes in immigration and education policies.

6. Marketing and Promotion

- Develop and execute marketing strategies to attract prospective students.
- Organize educational fairs, seminars, and workshops to raise awareness about Australian education opportunities.

7. Financial Management

- Manage the budget for the Australia education counselling operations.
- Monitor revenue and expenses to ensure profitability and sustainability.

8. Reporting and Documentation

- Maintain records of student applications, admissions, and visa processes.
- Prepare regular reports for the head office and stakeholders.

9. Customer Service

- Ensure excellent customer service by addressing student inquiries, concerns, and providing support throughout the application process.

10. Market Research

- Stay updated on market trends, competition, and changing student preferences.
- Adjust strategies as needed to remain competitive.

11. Crisis Management

- Handle any unexpected challenges or crises that may arise, such as visa issues or sudden policy changes.

12. Performance Evaluation

- Evaluate the success of the organization's activities in Australia through metrics like student enrolment and satisfaction.

QUALIFICATIONS



- A bachelor's or master's degree in a relevant field, such as education, business, or international relations.
- Experience in education counselling, international student recruitment, or related fields.
- Knowledge of the Australian education system, immigration processes, and legal requirements.
- Strong leadership, communication, and interpersonal skills.
- Business acumen and budget management experience.

HOW TO APPLY?

- Email Your Resume To: hr@sivavisa.com
- Alternatively, you can also Whatsapp To: +91 99490 02780