

## Business Developer Junior

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Company: EF Education First

Location: Bogotá

Category: other-general

### The Opportunity

We are looking for an Business Developer Junior to join our fast-moving and ambitious Latam team based in Bogota. You will be responsible for contacting and advising our Ecuadorian and Peruvian based candidates, and as the main touchpoint with the school for many students, we rely on you to build our brand and reputation. We are looking for a confident, results-driven salesperson who will bring experience and enthusiasm to a young team. You will enjoy being part of a young sociable office, be motivated to exceed your targets, and want to be part of the schools continuing success story.

### Responsibilities

Promoting our top-ranked Bachelor's degree to pre-qualified potential candidates, high schools and parents.

Providing guidance on admissions process by telephone.

Interacting with candidates, high schools and parents in a professional manner, in line with the brand values and principles.

Representing Hult at different events.

Owning and managing a pipeline of prospective students from the moment the enquiry about Hult to the moment they matriculate in our BBA program.

Developing new and managing existing relationships with High schools in Ecuador and Peru.

## **Qualifications**

Fluency in English and Spanish.

Fluency in Portuguese is a plus.

1 to 2 years of previous experience in sales, account management and or business development is desirable.

Exceptional listening and communication skills

Confident and professional phone manner

Customer focused, and understanding candidate needs

Ambitious and target-oriented

Self-motivated self-starter

Willingness to learn and open to feedback

**Application close date:** Open

**Position start date:** August/September 2022

Please note that you must have the right to work in Brazil to be considered for this position.

## **About us**

Hult is a new kind of non-profit business school that constantly innovates to meet the needs of students, employers, and society in a world that is changing faster than ever before. More than a business school, Hult is a dynamic and multicultural community that educates, inspires, and connects some of the most forward-thinking business talent from around the world.

## **What we do**

Hult International Business School is a non-profit educational pioneer and the first triple accredited US business school. Ranked by the Financial Times, Economist, Forbes, and Bloomberg Businessweek, Hult offers undergraduate, graduate, and executive education programs across its global campuses in Boston, San Francisco, London, Dubai, Shanghai, and New York. The school's philosophy is that business skills can only truly be learned by doing. By immersing students from all over the world in practical, hands-on experiences from day one, this fresh approach to education is creating a global community of confident,

entrepreneurially minded graduates, ready to tackle the challenges of tomorrow.

Solving problems and overcoming challenges is what our students do: all year, every year. We bring together creative, open-minded people from all over the world to find solutions to the world's most pressing issues by doing business, not just studying it. So, they graduate with the skills and the mindset to be ready for anything.

And now we're looking for a talented workforce that thinks the same way.

We seek to promote an environment for our students, faculty, and staff that welcomes people from all backgrounds, ethnicities, races, religions, genders, sexual identities, abilities, and personal circumstances in a spirit of inclusivity and belonging. At Hult, we believe that it's through our diversity that we find our strength.

### **Mission statement**

We strive to be the most relevant business school in the world. By using our global reach and always being creative, entrepreneurial, and on the cutting edge, our aim is to have a positive impact on individuals and organizations by transforming their management practices. In so doing, we hope to be the business school of choice for existing and aspiring leaders. We will contribute to sustainable growth, helping leaders to integrate commercial success and societal well-being.

### **Equal opportunities at Hult**

Hult is dedicated to actively creating a diverse and inclusive environment and is proud to be an equal opportunity employer. We are committed to providing opportunity regardless of gender, religion, race, color, sexual identity, disability, ethnicity, age, and all the individual identities that make us unique. If you require any accommodation to assist you in the interview process, please submit this with your inquiry.

Hult offers competitive salaries and benefits in a global, empathetic, and highly multicultural working environment. If you are motivated by the prospect of an international career with a dynamic and forward-thinking school, we'd love to hear from you.

### **Legal**

Hult International Business School is a 501©(3) non-profit educational organization registered in the Commonwealth of Massachusetts, accredited by the New England Commission of Higher Education (NECHE) to award U.S. degrees. Students in the U.K. are awarded a joint U.S. and U.K. degree on successful completion of the program. The U.K. degree is awarded by the Ashridge (Bonar Law Memorial) Trust, known as Ashridge, with which Hult has a strategic alliance.

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