

Colombia Jobs Expertini®

Sales Coordinator

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Company: EF Education First

Location: Bogotá

Category: other-general

Do you dream of making an impact? Cultural Care Au Pair is looking for a **Sales Coordinator** based in our Bogota office to grow the Colombian market to help us achieve our goal of being the largest and most trusted au pair program in the world.

Hitting sales targets at Cultural Care means you play an important role in making the world a more welcoming, understanding, and open place.

Our cultural exchange program builds global families by bringing together au pairs with American host families—providing meaningful childcare for families, an unforgettable year in the U.S.A. for au pairs, and a culturally enriching experience for both parties.

In this sales role, you will report to the Sales Manager. We are searching for someone who is passionate about cultural exchange, displays a great deal of responsibility and autonomy, is very sales-driven, and has excellent communication skills, both in-person and on the phone.

What you will do:

Grow the Colombian market in your assigned region, taking ownership of sales in your region, to reach sales targets

Create sales through working with schools, universities, job centers, fairs, and other local institutions to create and expand brand awareness

Drive sales on the phone by responding to the needs of the customer

Recruit, screen, and coach potential au pairs

Provide excellent customer service

Organize and attend promotional events

Collaborate with our local au pair community to help achieve goals

Who you are:

You are passionate about sales and making an impact promoting cultural exchange

You love connecting with people over the phone and in-person to understand their needs so that you can successfully pitch our program

You believe nothing is impossible, and love to find solutions

You are driven to hit and exceed sales targets

You take ownership of your ideas and make them happen

You are goal-orientated and have good time management

You love being a part of a supportive team that has fun while hitting goals

Bachelor's Degree

1+ years of sales experience with a record of hitting sales targets

At least 6 months of experience living abroad, preferred

Proven capability with both phone sales and in-person sales

Full proficiency in Spanish and English

Exceptional presentation and public speaking skills

What we offer:

An international and dynamic environment with a start-up vibe

Base salary + bonus potential

Regular training sessions, team events, kick-offs and get-togethers

The ability to expand your international network through our monthly professional

development opportunities with colleagues from around the world.

Opportunities to travel internationally, e.g. Staff exchanges to our US or European Markets for your professional development

Discounts on EF programs

And many more...

If you are motivated by the prospect of an international career with a dynamic and forward-thinking company, we want to hear from you.

Please submit your application, including your CV and cover letter in English.

Who we are:

At Cultural Care Au Pair, we believe that cultural exchange has the power to make the world a more welcoming, understanding, and open place. We are proud to be the largest and most experienced au pair organization in the world, having successfully placed more than 120,000 au pairs into welcoming American homes since 1989. Our program is strictly regulated by the Department of State and our dedicated staff work together to ensure each participant has the experience of a lifetime.

Cultural Care Au Pair is associated with EF Education First, the world leader in international education. At EF we believe that the world is better when people try to understand one another. Since 1965, we have helped millions of people see new places, experience new cultures, and learn new things about the world and about themselves. Our culturally immersive education programs—focused on language, travel, cultural exchange, and academics—turn dreams into international opportunities.

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