

# Vice President of Global Sales & Admissions

## Summary of Job:

The Vice President of Global Sales & Admissions is a newly created role and critical member of the senior leadership team which will report to the CEO. The role is responsible for the strategy and execution in key facets of admissions operations, including data analysis and reporting, process improvement and efficiency, and best practices implementation. This is an exciting opportunity for a strong sales leader experienced in International Recruitment/Marketing to architect and oversee a scalable, best-in-class sales operations function in order to support our accelerated growth.

## Key Roles and Responsibilities:

### Sales Strategy and Planning:

Leads and works with CEO and other leaders to design and develop the sales strategy and ensure operational execution while providing a high end touch for prospective students

- Accountable for identifying new opportunities & risks, assess options and take appropriate actions to ensure growth, scalability, and sustainability of admissions deliverables
- Lead enterprise-wide process for determining proper staffing levels & workforce performance

### Process and Technology:

- Assess and oversee the admissions process for multi-program verticals, ensuring that privacy rules are followed and the applicant experience is protected
- Work with internal leaders and teams, such as Marketing, Enrollment Services and Post-Enrollment services, to ensure efficient and effective student relationship management
- Drive enterprise change management to build organizational understanding of changes, establish support, and effectively implement evolved models

### Analytics and Sales Enablement:

- Evolve sales reporting and other meaningful internal intelligence to drive actionable insight on the sales business, people, and process
- Provide guidance on KPIs & evaluation criteria used to maximize efficiency & productivity

### Leadership:

- Aligns work to individual team member's strength and expertise to create a high-functioning team
- Role models a growth mindset through continuous feedback that empowers the Admissions department to learn from mistakes and create future successes
- Translates the APEDU strategic vision into measurable goals for Admissions department
- Fosters a culture of quality and continuous improvement through innovative leadership
- Considers the strategic direction of the function and APEDU when providing leadership opportunities to direct reports; anticipates future leadership needs to manage expected growth

**Education and Experience:**

- 7+ years leading sales operations or a senior sales management role in a large high growth products or services company
- A sales leader with multi-medium experience who has architected contact techniques and experiences for phone, chat, and self-serve
- Experience leading a team of 100+ individuals within a sales environment
- A leader that has experience and a sophisticated understanding of the appropriate use of AI and advanced data analytics
- Experience successfully managing analytically rigorous corporate initiatives
- Superior analytical and quantitative skills; ability to use hard data and metrics to back up assumptions and concepts
- Strong communication and relationship management skills
- Bachelor's degree from accredited institution required; Masters in Business Administration (MBA) or equivalent preferred