

# Turkey Jobs Expertini®

## Partner Sales Manager

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Company: Study Group

Location: İstanbul

Category: other-general

Location: Turkey, Istanbul (remote working, must be based in Istanbul) Contract Type: Full Time, Permanent The Partner Sales Manager position is an account management role managing a portfolio of partner agents. The key deliverable is to build and maintain relationships with the agents to position Study Group as the provider of choice of Higher Education programs. This includes creating a high-value collaboration with the network or partners. ABOUT THE ROLE Development & execution of sales account plans Pipeline Management – Lead Generation and Conversion Work alongside product sales and marketing to understand and identify market trends and opportunities for student recruitment Capable of managing a strong partner network, ensuring adherence to SLAs to improve customers' satisfaction Recruit new agents and onboard them Represent Study Group and our brands at exhibition and recruitment events Identify partner growth opportunities and risk profile – active management Provide high-quality product and process training to agents Monitor competitor activity enabling greater market competitor awareness and analysis. ABOUT YOU Education industry experience is essential B2B, Channel Sales or Partner Agent experience B2C experience International education systems Experience with Salesforce.com or other Customer Relationship Management (CRM) tools Cold calling experience preferred Strategic account management Consultative selling methodology Data analysis Social selling e.g., LinkedIn or on other digital platforms ABOUT US Study Group is a leading international education provider that is dedicated and passionate about helping students around the world, creating a brighter future and reaching their full potential. With university partnerships and a variety of face-to-face, online, and hybrid study

programmes, we can provide students with the resources and guidance they need to succeed. Our global network of offices and university partnerships ensure that students receive the best educational services available. Additionally, our Insendi platform enables us to deliver innovative, accessible, and intuitive digital learning experiences with the most advanced digital tools available. ORGANISATIONAL COMPLIANCE Study Group is proud of its high standards in safeguarding and recognises its importance in enabling the best possible student experience and outcomes. For successful applicants the following checks will be conducted- Criminal Background Check (country specific), x2 References, ID and Right to Work checks as well as Education Verification. We are proud to be an equal opportunity employer and we strive to create a diverse and inclusive workplace. We are committed to providing equal opportunities for all individuals, regardless of race, gender, religion, nationality, or any other factor. We believe that the best person for the job should be selected based on skills and experience alone. Your information will be kept confidential and stored securely. Please see our Privacy Policy. We adopt a rolling recruitment process meaning that we review applications as they are submitted. To avoid disappointment, please ensure that you apply ASAP. Powered by JazzHR

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