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JAC Recruitment Thailand

PR/118653 | New Market Development Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1568996

Industry

Education

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

January 13th, 2026 12:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

My client is seeking a dynamic professional to lead their international student recruitment in emerging and high-potential markets with a strong focus on China, Indonesia and other growth regions. This role is all about strategy, partnerships and execution to bring talented students.

Responsibilities

- Research and identify new international markets and develop entry strategies.
- Build strong partnerships with education agents and institutions.
- Drive student recruitment activities: school visits, fairs, online campaigns and achieve enrollment targets for undergraduate and postgraduate programs.
- Localize marketing content and support market-specific campaigns.
- Provide insights, manage CRM data and report on market performance.

Qualifications

- Bachelor's or Master's degree in Business, Marketing, International Relations, Education or related fields.
- More than 3 years of experience in student recruitment, sales or international business development.
- Strong English communication skills; Mandarin is a plus.
- Experience working across international markets and willingness to travel.
- Target-driven mindset with strong negotiation skills.

Preferred:

- Familiarity with CRM tools (HubSpot preferred).
- Network in education agencies and schools.
- Experience recruiting from China, Indonesia or Africa.

Interested applicants, please click **APPLY NOW**. Due to the high number of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACTH

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.th/privacy-policy>

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Company Description