

PR/117595 | Student Recruitment and Business Development Director (Education)

募集職種

人材紹介会社
ジェイ エイ シー リクルートメント タイランド

求人ID
1618558

業種
教育・学校

雇用形態
正社員

勤務地
タイ

給与
経験考慮の上、応相談

更新日
2026年11月03日 09:00

応募必要条件

職務経験
10年以上

キャリアレベル
中途経験者レベル

英語レベル
流暢レベル

日本語レベル
無し

最終学歴
短大卒： 準学士号

現在のビザ
日本での就労許可は必要ありません

募集要項

Our client is a private university.

My client is looking for an International Student Recruitment and business development director to develop and implement strategies for recruiting international students. This role involves evaluating strategies, ensuring market diversification and working with stakeholders to meet targets.

Job Responsibilities

- Develop and execute plans to grow and diversify the international student population.
- Use data-driven strategies and leverage alumni, agents and industry networks.
- Lead an international student recruitment and recruitment team using global market intelligence and best practices.
- Allocate resources strategically to high-yield markets and channels.
- Set and achieve international intake targets with internal stakeholders.

- Identify new program opportunities aligned with emerging markets.
- Provide advice on market positioning and acquisition strategies.
- Enhance the university’s competitiveness and visibility in key regions.
- Oversee the agent network, ensuring performance expectations and compliance.
- Monitor agent performance and commission structures.
- Analyze key performance metrics and prepare detailed reports.
- Present data-driven insights for strategic decision-making.
- Lead the team, managing budget, staff development and promotional campaigns.
- Resolve operational issues and maintain global relationships through international travel.

Requirements

- A Bachelor's degree in Business Management, International Education or a related field is required.
- More than 5 years of significant leadership experience in international student recruitment, ideally within the higher education sector.
- Proven track record in developing and implementing large-scale, data-driven global student recruitment and business development strategies.
- A deep understanding of international student mobility trends, cross-cultural communication and regulatory requirements such as visa compliance and agent regulations.
- Ability to lead high-performing teams and manage complex global partnerships effectively.
- Excellent communication, negotiation and stakeholder management skills
- Fluent in Thai and English

If you are interested, click APPLY NOW. Please note that only shortlisted candidates will be contacted due to the high number of applicants. Thank you for 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.

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会社説明