

Senior Education Consultant

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Company: Westerbridge Education

Location: India

Category: educational-instruction-and-library

Company Description:Westerbridge Education is a leading educational advisory firm based in the UK, specializing in providing comprehensive guidance to individuals in India and the UAE seeking to pursue their studies abroad. Our commitment to excellence is reflected in our core values of trust, authenticity, care, and unparalleled customer service. With imminent expansions in Mumbai and Dubai, we strive to create a trusted pathway for students navigating the complexities of international education.**Job Description: Senior Education Consultant**

Responsibilities:

- 1. Student Management:** - Assume full responsibility for a designated group of students, overseeing their entire academic journey from course and country evaluation to onboarding and regular follow-ups. - Serve as a dedicated Coach, providing guidance on university admissions, preliminary eligibility (GRE, GMAT), and language skills (IELTS, TOEFL).
- 2. Admissions Process Expertise:** - Develop an in-depth understanding of the university admissions process, application procedures, and intake cycles. - Regularly review the progress of each student application, identifying performance levels and collaborating with various teams to address any bottlenecks.
- 3. Relationship Building:** - Establish and maintain trusted relationships with students virtually, ensuring they receive personalized support and guidance throughout the entire admissions journey. - Collaborate seamlessly with cross-disciplinary teams, including Growth, Student Counsellors, Key Account Managers, Loan Counsellors, and Test Prep, providing valuable feedback and insights.
- 4. Post-Offer Management:** - Execute the post-offer management process, overseeing deposits and ensuring timely coordination with the Visa team to facilitate a smooth transition for students.
- 5. Sales Strategy Implementation:** - Implement nuanced sales strategies to meet targets

throughout intake cycles, always prioritizing the student's needs and aspirations. - Apply exemplary sales and negotiation skills, maintaining a student-first approach at all times. Requirements:- Graduate/MBA in business/management/psychology with a minimum of 3 year of experience.- Proven experience in student counseling, preferably in an international education environment.- Strong understanding of various study abroad programs, universities, and global education systems.- Exceptional sales and negotiation skills with a student-first approach.- Strong research skills and the ability to present information effectively, both orally and in writing.- Comfortable handling multiple projects and working under tight deadlines. Benefits: Compensation will be determined based on skills and experience. Potential for performance-related bonuses and incentives. Flexibility in compensation structure, including project-based remuneration.

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