Regional sales manager

Cambridge International Academy

Job ID
10725

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LOCATION	DATE POSTED	EXPIRY DATE
1-300 Water Street, Whitby, ON| Ontario	08-09-2026	07-03-2027

TYPE OF JOB	SALARY	MIN. EXPERIENCE	MIN. EDUCATION
Full Time	CAD 62/h	3 years to less than 5 years	College/CEGEP

Job Details

About Us

We are a private secondary school located in Whitby, Ontario. We are looking for an experienced Regional Sales Manager to help us develop our international student market, mainly in Asia. The successful candidate will be responsible for managing student recruitment activities, working with education partners, promoting our school, and helping us achieve our international enrollment goals.

Duties and Responsibilities

• Develop and manage regional sales and student recruitment plans for international markets, mainly in Asia, to achieve enrollment targets.
• Build and maintain relationships with education agents, schools, parents, and other education partners.
• Negotiate and manage cooperation with education agents and recruitment partners.
• Work with the admissions and marketing teams to follow up with prospective students and support recruitment and promotional activities.
• Research international education markets and identify new opportunities for student recruitment and market development.
• Attend education fairs, meet with education partners, conduct school visits, and travel to international markets when required.
• Monitor recruitment results, applications, and enrollments and provide regular reports to school management.

Job Requirements

• University degree or college diploma in business, marketing, sales, or a related field.
• Minimum 3 years of experience in sales, marketing, business development, student recruitment, or a related field.
• Experience in international education or international student recruitment is preferred.
• Good understanding of international education and overseas student recruitment markets.
• Experience working with education agents, schools, parents, or other education partners.
• Strong communication, negotiation, organizational, and interpersonal skills.
• Self-motivated and able to work independently and travel internationally when required.

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