

International Area Manager – Hong Kong

Our mission

We're on a mission to level the playing field when it comes to young people finding and applying for their next step after school. We're achieving this by bringing all the available information into one single, impartial, user-friendly platform that helps students to make the best choices, and submit the strongest applications. We also empower teachers and counselors to manage the progression process effectively.

Our outlook is truly global - we work with schools and universities in countries all over the world from the US to New Zealand and Italy to Hong Kong. We want to make it so that young people can compare every opportunity, wherever it is in the world, and have all the support they need to make successful applications.

We have a clear social purpose, and we're hugely ambitious. We already work with a third of UK secondary schools and hundreds of international schools. We are growing rapidly in terms of the number of our customers and in terms of the breadth of products we offer.

Our team is at the heart of our business and is integral to our success. We work hard to foster a culture of openness, happiness and innovation, and we commit to helping every individual learn and grow so that they reach their full potential. We want to hire talented people, whatever their background. If you are excited by our mission and are ready to work hard, please don't hesitate to apply. We look forward to hearing from you!

Your role

As an International Area Manager, you'll take a leading role in growing the international arm of Unifrog. You will seek to expand our partner base while making sure that our existing partners receive fantastic service and support.

You will cover part of the APAC region, working particularly with schools in China, and your responsibilities will include:

- Maintaining outstanding relationships with existing partner schools, which includes delivering in-person training and support to make sure they get the best out of the platform.
- Providing in-person demonstrations of the Unifrog platform at schools.
- Providing remote support and demonstrations via Google Hangouts or Skype when it's not possible to visit a school in-person.
- Representing Unifrog and showcasing what we do at conferences and other events around the world.
- Meeting sales targets and maintaining a high resubscription rate.
- Using your knowledge of our partner schools and how they use the platform to help improve both our platform and how we deliver our services. This means regularly feeding back to our product development and service delivery teams. We encourage and expect smart ideas from every member of the Unifrog team.

Training and development

- Professional development is at the core of our performance review process. Everyone in the company defines their own 6 month objectives; their line manager and the rest of the organisation support them to reach these objectives.
- Everyone in the company has access to an annual training budget. Each person decides how to spend their budget, supported by their line manager.
- Anyone in the team can volunteer to become a 'Champion' in a specific area - they get an additional training budget, and the chance to lead training sessions for the whole team.
- When senior/managerial positions become available we typically look to promote from within.

Key benefits

- Your commission will be based on revenue generated. It's also unlimited – perform outstandingly well and there is no salary cap.
- Subject to your own and the company's performance, in addition to your salary you will earn an annual bonus.
- Become part of committed and dynamic team. We try to build our team for the long term – if you do well, we will do our best to ensure you want to stay at the company for many years.
- Influence the company's direction: we love to promote great ideas, wherever they come from.
- Join one of the world's hottest education technology startups and help make career and university guidance better.

Essential skills and experiences

- Highly motivated to reach and exceed personal and team targets.
- Track record of excellent relationship management.
- Personable and resilient.
- Strong communication skills – both written and over the phone.
- Keen attention to detail.
- Ability to learn quickly, both in terms of familiarizing yourself with the education sector, and in terms of grasping what works and what doesn't when interacting with prospective customers.
- Strong sales track record (preferred).
- Mandarin speaker (strongly preferred).

Salary, location, hours, holiday

- Base £30,000 (c. 290,000 HKD).
- Unlimited commission with OTE of £50,000 (c. 485,000 HKD).
- Must be based in Hong Kong or willing to relocate there.
- Mix of being office based and travelling for work.
- 28 days paid holiday per year; the vast majority of these need to be taken during school holidays. Plus Hong Kong bank holidays.
- Start date: 23rd September

Inclusion and diversity at Unifrog

Within the company we try to foster a culture of innovation, and a happy working environment, both because this is the right thing to do, and because we think this results in the most effective team. To this end we believe in open communication, celebrating successes, supporting each other, not being afraid to be wrong or to fail, and promoting good ideas wherever they come from. We also believe in the power of diversity in all its forms, including in terms of culture, education history, religion, age, socio-economic background, race, gender, sexual orientation, personality, life experiences and disability. We want to encourage applicants from every different background to apply for our roles, and add their perspectives to our team.

How to apply

- Please send your CV and covering letter to Dan (daniel@unifrog.org) by 23rd August.
- In your cover letter please outline why you want to work for Unifrog and why you are an excellent candidate for the role.
- We will hold telephone interviews throughout the application window so we encourage you to apply early.
- Candidates who are successful in the telephone interview will be invited to an in-person interview.
- Must be eligible to work in Hong Kong.