

Regional Engagement Lead - East Asia
University of Waikato

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Posted Jul. 18, 2024, set to expire Nov. 18, 2024

Job Title Regional Engagement Lead - East Asia
Department International Office
Institution University of Waikato
Hamilton, Waikato, New Zealand

Date Posted Jul. 18, 2024

Application Deadline Aug. 2, 2024

Position Start Date Available immediately

Job Categories Other Administrative Categories
Senior Executive Officer

Academic Field(s) International Programs/Study Abroad
Development/Institutional Advancement
Admissions/Financial Aid

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Job Description

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International Office

- Relationship management and business development
- Strategy development and delivery within East Asia
- Must be willing and able to travel overseas

Ngā kōrero mō te tūranga - About the role

This is a key leadership role that will develop, lead and deliver strategic recruitment activities, targets and growth, aligned to the University's International Plan and international recruitment plans for the designated regions. The position will manage and oversee the development and delivery of the University's strategies as they relate to international with emphasis on marketing, student recruitment, business development, transnational education and relationship management to meet international recruitment targets and raising the University's profile within markets encompassed in East Asia.

The post holder will work to build relationships with institutional partners, agents, schools, and other key stakeholders to identify business opportunities, negotiate and close agreements and other institutional arrangements as appropriate. The Regional Engagement Lead - East Asia will be a senior member of the international student recruitment and business development team within the International Office (based on our Hillcrest Campus) and will be expected to travel independently.

This is a full-time role (37.5 hours a week) however, you will also need to be flexible due to travel requirements of this role. Salary will be in the range of \$105,558 to \$116, 072 per year based on skills, knowledge and experience brought to the position.

For more details on the role please see the position description here, or for a confidential conversation about the role, please contact Margaret Anderson, Deputy Director - International, on margaret.anderson@waikato.ac.nz

Ko wai koe? - Who are you?

Ideally you will have a postgraduate qualification in marketing, business or related qualification or demonstrated marketing work experience. Knowledge of and enthusiasm for a wide range of issues relevant to international students. You will have a flexible approach to working patterns which will include commitment to overseas travel and working outside office hours when necessary and sometimes at short notice.

You will be willing and able to travel overseas and understand the resilience and stamina needed for

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traveling, sometimes for up to 3 weeks at a time. You will be able to showcase your positive attitude and customer focused commitment, your professional development and ability to learn quickly.

Ko wai mōtou? - Who are we?

In line with the University's strategic plan the University aspires to grow and diversify its international student population on and offshore. The University is committed to building a formidable team who are experts in international recruitment and business development to support and drive growth in partnership with faculties and divisions across the University.

The Waikato International Office leads the University's international recruitment and engagement strategies. Our dedicated team drives innovative, holistic and dynamic strategies that continue to ensure Waikato's presence, reputation and revenue growth within an evolving and competitive international space.

He aha ngā take me tonoa mai ai koe? - Why should you apply for this position?

We want you to be part of our success! Our University stands proudly on the world stage as a provider of future-focused, international education and an active player in global research. Our rankings reflect these strengths. Working with us means you'll enjoy a satisfying work environment with many [benefits](#).

The University of Waikato is distinctive for the diversity of its staff and students, and encourages applicants with the relevant capabilities from all backgrounds to apply.

Ko te Tangata - For the People

The University of Waikato prides itself on the quality of its engagement with the communities that it serves, the provision of a world-class education and the national and international impact of its research. Our policies are guided by the principles of the Treaty of Waitangi and equal opportunity for all.

E herea ana te Whare Wānanga ki te kaupapa kia whakaratohia te mea angitō? ?rite ki ngā tōngata katoa.

Applications close on Friday, 2 August 2024.

Requisition number: 1001834

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Contact Information

Please reference Academickeys in your cover letter when applying for or inquiring about this job announcement.

Contact Margaret Anderson
International Office
University of Waikato
Hamilton, Waikato
New Zealand

Contact E-mail margaret.anderson@waikato.ac.nz