



WE ARE HIRING

Account Manager – Channel Partner Activations

Our Client

Our client is transforming the international education experience for students across the globe. Headquartered in the US, they collaborate with top-ranked, US based universities to develop innovative programs and technology-driven services. These high-touch offerings empower talented students to excel and become global citizens.

Job Overview

The Account Manager – Channel Partner Activations will manage and reactivate key accounts to achieve enrolment targets for university partnerships. The role involves leveraging technology for data-driven recruitment, collaborating across teams to ensure a smooth admissions process, and engaging with agency partners to drive more interaction. This is a virtual, high-touch role requiring a strategic mindset, sales expertise, and strong communication skills. This role plays a pivotal part in driving B2B sales efforts by engaging with agency partners, fostering strategic relationships, and leveraging sales and marketing techniques to enhance partner interaction and lead generation. The ideal candidate will have 3–5 years of sales experience, a proven track record of results, and a background in education or international relations.

Core Duties

- Manage and reactivate key accounts to achieve enrollment targets for all university partnerships.
- Leverage technology to implement a data-driven approach to recruitment.
- Develop and implement B2B sales strategies to engage and grow partnerships with agencies.
- Stay updated on competitor activities and maintain strong market intelligence.
- Collaborate effectively across teams—Admissions, Marketing, and Enrollment Services—to ensure smooth transitions into programs, including student assessments, marketing campaigns, and immigration processes.
- Focus on reactivating agency partners who have been inactive over recent enrollment cycles, employing a high-touch, urgent approach to increase engagement and interaction.
- Primarily engage with partners virtually to drive relationship-building and results.

Minimum Qualifications

- Bachelor's degree, preferably in marketing, communications, business, international relations, or a related field.
- 3–5 years of experience in sales with proven success managing the full sales cycle, from lead generation to closing.
- A strong track record of delivering measurable results in fast-paced, data-driven, and deadline-oriented environments.
- Excellent creative problem-solving skills, especially in guiding potential students through the university admissions process.
- Ability to work collaboratively with remote teams.
- Self-motivated, strategic thinker with a strong drive for results and the ability to thrive under pressure.
- Proficiency in relevant technologies, such as CRM systems.
- Strong communication and presentation skills.
- Exceptional customer service skills with the ability to instill a customer service mindset within the team.

Minimum Qualifications

Preferred Qualifications

- Management experience, preferably in a sales environment.
- Prior experience at a manager level role at a multi branch recruitment agency or study abroad center.
- Existing network and relationships within the U.S. education industry, with in-depth knowledge of key regional markets, programs, and U.S. higher education.
- Experience with Salesforce is desirable.

We offer a competitive salary , great benefits and the freedom to work remotely.

Apply Now

Interested candidates please email your resumes to careers@aficorp.global . Please state the job role you are applying for as the subject.

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