



## EM STRASBOURG IS RECRUITING A SCHOOL REPRESENTATIVE FOR INDIA – COUNTRY MANAGER

At EM Strasbourg, the only Grande Ecole de Management in France that is part of an internationally recognized university, we want to give individuals and organizations the means to reveal themselves, by allowing them to express their specific strengths and their personality. We regularly recruit new talents wishing to work alongside us to carry out our mission: to educate competent, responsible, and agile managers to become global citizens, ready to find their place in society and able to develop a performance-driven management style.

Join us and become an actor in the realization of our training mission, evolve in an international environment, learn to make a difference by being yourself!

At EM Strasbourg, a disabled-friendly school, the personalities, backgrounds and professions are varied: 120 administration employees, 74 teacher-researchers, 2 research laboratories, and 3,200 students.

### MISSIONS

Reporting to EM Strasbourg's international recruitment team, you will be responsible for local representation of EM Strasbourg in India, developing the school's reputation, actively contributing to the recruitment of Indian students and strengthening relations with academic and professional partners. Based in India, you will be the driving force behind the actions to be taken to develop the recruitment of international students at EM Strasbourg for the India zone, and contribute to the implementation and execution of specific action plans for the zone.

### PROSPECTION

- Contribute to the recruitment and retention of prospects in the area by managing inquiries and providing information (responding to emails and phone calls, conducting individual meetings, etc.) until their arrival in Strasbourg. This includes assisting at every stage of the application process and supporting them in preparing for departure and visa procedures.



## PROMOTION / COMMERCIAL RELATION / DEVELOPMENT

- Set up, participate in and monitor sales events (Students fairs, forums, webinars, presentations of establishments, etc.).
- Coordination of relations with French-speaking bodies in the area (Campus France, Consulates, French Institutes), monitoring and creating close links with Franco-Indian institutions in the region: IFI, IFCCI, Business France, etc. Promote awareness of the school among key influencers (head teachers, guidance counselors, etc.) as well as directly to students through open days, conferences, and other events. Additionally, engage with partners to strengthen visibility and outreach.
- Identify and develop strategic relationships (partnership agreements) with higher education institutions (business schools and universities) and high schools.
- Develop, strengthen, evaluate, and manage a network of agents.
- Collaborate with educational institutions to promote the school's programs.
- Develop, strengthen, evaluate, and engage an alumni network while training ambassadors.
- Contribute to the school's communication and promotional efforts.

## COORDINATION AND REPORTING

- Collaborate closely with teams in France to ensure the strategic alignment of actions.
- Develop an operational roadmap that aligns with the school's objectives.
- Provide regular reports on activities, market trends, and development opportunities.

## YOUR PROFILE

- A master degree in sales or business.
- Experience in a similar position and an established professional network with strong connections in the education sector is highly valued.
- Fluency in English and Hindi.
- Proficiency in a local language is a plus.
- Fluency in French (B1+ minimum or B2) would also be appreciated.
- Cultural affinity, a good understanding of the recruitment area, and/or being a native of the region is a plus.



### Desired skills but not exhaustive:

- Proven experience in cross-functional, multicultural and project-based teamwork.
- Knowledge of national and international university operations.
- Proficiency in office automation tools and database management.

### Freedom of action:

- A proactive contributor in making proposals and enhancing service quality.
- Autonomy in executing assigned tasks and missions.

### Skills and qualities:

- Autonomy and initiative.
- Strong negotiating and customer relations skills, with experience in B2B and B2C sales training.
- Excellent interpersonal skills, and an appetite for challenge.
- Adaptability.
- Highly rigorous, good listener and strong organizational skills.

## CONTRAT

- **Type of contract:** full-time freelance consultant.
- **Salary:** To be agreed based on profile and experience.
- **Hours:** Flexible (including occasional weekends, particularly for Forums/Salons).
- **Job location:** Possibility of coworking office.
- Frequent national travel (India) required for assignments.
- **Start date:** June 2025.

## CONTACT US

Application (CV and cover letter required) to be sent by email only **before April 17<sup>th</sup> 2025**  
with reference **Application representative INDIA [NAME/FIRST NAME]** to :

A few words about the University of Strasbourg, one of France's leading universities:

- 35 faculties, schools, institutes and training and research units (UFR)
- +58,000 students
- +5800 teaching and research staff
- 70 research units
- Nobel Prizes and CNRS Gold Medals