

Philippines Jobs Expertini®

Inbound Enrollment Specialist for a Career Coaching Company PH

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Company: Premier Media

Location: Philippines

Category: other-general

Hello, Enrollment Specialists!

My name is Davis Nguyen. In 2017, I took the initiative to launch My Consulting Offer (MCO) and have since assisted more than 600 aspiring consultants in their quest to join the ranks of McKinsey, Bain, BCG, and other leading consulting firms. With my background as a former consultant at Bain, I strive to empower others to achieve their professional goals and follow their dreams.

About the company:

My Consulting Offer (MCO) is a fully remote company dedicated to helping students and graduates land their dream jobs in management consulting. We provide coaching and guidance to help individuals successfully navigate the interview process and secure positions at top consulting firms. Founded with a mission to empower individuals while maintaining a healthy work-life balance, MCO has grown into a global team of 17 full-time and over 60 part-time members, including former consultants from McKinsey, Bain, BCG, and other renowned consulting firms.

About the role:

We are seeking a skilled and experienced Inbound Enrollment Specialist to join us for a ride! In this role at MCO, you'll be the primary point of contact for potential clients seeking coaching

to land management consulting jobs. You'll guide them through the enrollment process, assess their needs, and ensure a seamless transition to becoming enrolled clients. This role offers the opportunity to work remotely, with a focus on sales and customer service in a fast-growing startup environment.

This is a Full-Time Remote role.

Responsibilities:

Conduct initial discussions with potential clients to assess their needs and determine alignment with MCO's services.

Guide potential clients through the enrollment process, providing information, addressing questions, and facilitating enrollment calls.

Collaborate with the sales team to convert qualified leads into enrolled clients, ensuring a smooth transition and high-quality customer experience.

Maintain accurate records of client interactions and enrollment processes in CRM systems, ensuring data integrity and timely follow-up.

Collaborate with the coaching team to ensure smooth onboarding and pairing of enrolled clients with suitable coaches, facilitating a seamless transition into the coaching program.

Requirements

Requirements:

You have 3+ years of continuous experience doing outbound and/or inbound sales calls in English, with an exceptional sales track record.

You have excellent verbal and written communication skills, as well as strong negotiating, relationship-building, and management skills.

You're responsive to performance feedback and excited to continue learning and growing.

You're willing to check emails over the weekend occasionally and onboard any client who enrolls over the weekend, so they aren't waiting over 24 hours (it takes about 15

minutes to enroll a client, so this is not a big-time commitment and not very common to happen over the weekend).

You are also not intimidated by learning new systems/technology.

You're equipped with a laptop/pc, headset, high-definition webcam and have access to high-speed internet.

Benefits

Benefits:

Competitive base salary

The ability to work in your sweatpants from anywhere in the world!

Flexible schedule

The opportunity to be a part of a fast-growing startup that is open to your fresh ideas and input!

Changing lives –

If this sounds interesting to you please proceed with your application.

Kindly be advised that the recruitment process is being managed by Premier Media. For any further details or inquiries, please reach out to the Premier Media recruitment team, as they oversee all our hiring procedures.

Thanks and I look forward to hearing from you!

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