

Partners	
Référence	24D1727420686
Titre	Client Overseas Solution Campus Program Manager
Description du poste	<p>We are seeking an experienced and proactive Client Overseas Solution Campus Program Manager to join our team. The ideal candidate will have an extensive background in leading campus recruitment for large enterprises, with rich connections, experience, knowledge, and insights in global campus recruitment. Strong project management and quota/KPI achievement abilities are essential. As the Campus Program Manager, you will lead all aspects of our Campus Recruitment Programs to drive the brand awareness and quality job applications for the customers, ensuring their success and generating revenue.</p> <p>At LinkedIn, we trust each other to do our best work where it works best for us and our teams. This role offers a hybrid work option, meaning you can both work from home and commute to a LinkedIn office, depending on what's best for you and when it is important for your team to be together.</p>
Type de contrat	Emploi
Métier	Human Resources / Training
Société	LinkedIn China
Description de la société	<p>LinkedIn is the world's largest professional network, built to create economic opportunity for every member of the global workforce. Our products help people make powerful connections, discover exciting opportunities, build necessary skills, and gain valuable insights every day. We're also committed to providing transformational opportunities for our own employees by investing in their growth. We aspire to create a culture that's built on trust, care, inclusion, and fun - where everyone can succeed.</p> <p>Join us to transform the way the world works.</p>
Localisation	Shanghai
Pays	China
Profil recherché	<p>Responsibilities:</p> <ul style="list-style-type: none"> • Manage the Client Overseas Solution Campus Program, ensuring customer satisfaction and promoting LinkedIn's value. Drive campus program bookings and achieve sales quotas. • Plan, organize, implement, and monitor LinkedIn China Global Campus Recruitment Programs; establish partnerships with domestic and international universities, career centers, and other partners to advance campus recruitment initiatives; enhance LinkedIn China's visibility and influence in both domestic and international universities. • Discover and develop campus recruitment program strategies, participate in market research, analyze market trends, and identify clients' deep-seated needs. • Customize Overseas Campus Branding & Recruitment solutions based on specific client targets, providing the most effective portfolio of LinkedIn products. • Demonstrate LinkedIn's unique value and methodologies in campus recruitment with professional presentations, precisely matching clients' needs with LinkedIn solutions. • Create reliable forecasts and maintain transparency with management on pipeline status. • Drive revenue by prospecting, building pipelines, and building strong client relationships. • Consistently close Campus Recruitment Deals at or above quota levels. • Travel approximately 20% of the time. <p>Qualifications</p> <p>Basic Qualifications:</p> <ul style="list-style-type: none"> • 5+ years of experience in campus recruitment for large enterprises. • Bachelor's degree from a four-year college or university or equivalent experience. <p>Preferred Qualifications:</p> <ul style="list-style-type: none"> • Strong verbal and written communication skills. • Technical aptitude. - Experience in analyzing data, market trends, and client information to identify growth opportunities.

- Proficient in Microsoft Office (Outlook, Excel, Word, PowerPoint).
- Excellent interpersonal skills with the ability to build authentic business relationships and effectively manage relational challenges.
- Fluent in English and Chinese.

Suggested Skills:

- Strategic problem solving
- Solution selling
- Multi-level relationship building
- Business and commercial acumen

Expérience Expérimenté (3-10 ans)

Langues English