

## OZFORD

### Job Description

**POSITION TITLE:** Student Recruitment Manager (Domestic)

**REPORTS TO:** Director of Marketing & Student Recruitment

**DATE:** 18 December 2025

#### About the Role

We are seeking a motivated and results-driven **Domestic Student Recruitment & Marketing Officer** to support the growth of Ozford's education brands. This role focuses on building strong relationships with schools, industry stakeholders, and community partners to drive domestic student enrolments and brand awareness.

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#### Key Responsibilities

- Build and maintain relationships with high school career advisors, senior school coordinators, employment service providers, and industry partners
- Drive domestic student recruitment outcomes by increasing enrolments and market share
- Develop and manage a strong year-on-year pipeline of prospective students
- Plan and deliver outreach activities including school visits, education fairs, expos, and events (local and interstate)
- Implement targeted marketing and engagement strategies to support recruitment growth
- Represent Ozford professionally at all external events and stakeholder meetings

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#### Skills & Experience

- Minimum 3 years' experience in sales, business development, marketing, or a customer-facing role
  - Qualification in Sales, Marketing, Business, or a related field (desirable)
  - Proven ability to achieve KPIs, targets, and measurable outcomes
  - Strong communication, presentation, and relationship-building skills
  - Highly organised with excellent time-management and attention to detail
  - Proactive, self-motivated, and comfortable working in a fast-paced environment
  - Experience in education, training, or student recruitment is desirable but not essential
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## **About You**

- Results-oriented, energetic, and commercially minded
  - Professional, ethical, and compliant with organisational policies and regulatory requirements
  - Passionate about education, student engagement, and delivering an exceptional student experience
  - Holds a current Working with Children Check (or willingness to obtain)
  - Flexible to work weekends or evenings during peak recruitment periods and education expos
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## **Why Join Ozford?**

- Work with a well-established and respected education provider
- Make a meaningful impact on student futures
- Supportive team environment with growth and development opportunities