



LEARNING SOLUTIONS CONSULTANT (LSC)

We are looking for motivated individuals with a good sense of business acumen and who are passionate about enriching adults through marketing in-demand skills training courses.

Job Responsibilities:

- o Promote and market training programmes to corporate clients
- o Researching potential organizations and the industry landscapes for lead generation and longterm partnerships
- o Attend industry events and meets clients so as to develop networks and strong business relationships.
- o Consistently provide service excellence for clientele, based on their needs
- o Establish and enhance rapport with new and existing clientele
- o Conducting consultations and customising innovative programs for prospective corporate clients
- o Develop and implement effective training delivery strategies to achieve and exceed the academy's enrollment targets.
- o Develop and implement innovative strategies to present the skills in demand for the industry/organisation based on the Industry Transformation Map and Industry Digital Plan, with the consultation of the academic and curriculum team.
- o Identifies new business opportunities and work cohesively with trainers and stakeholders to achieve overall business goals.
- o Drive financial performance by analysing return on investment and leading the identification and solicitation of funding opportunities.

Job Requirements:

- Diploma/Degree in Business, Marketing, and related areas
- Passionate about engaging and enriching adult learners
- Priority will be given to those with 1-2 years of experience working in the training and Adult Education industry
- Strong knowledge about SkillsFuture Funding, SkillsFuture Credits, SkillsFuture Enterprise Credits, Absentee Payroll Funding , UTAP, Workfare Skills Support Scheme and other related funding
- Ability to work independently and collaboratively in a team



- Able to thrive in a competitive environment
- Strong interpersonal, communication, presentation and negotiation skills
- Willing to work outside of the office environment and often interacts with digital systems.

Interested candidates with relevant experience and background, please share your detailed resume with us at hr@eduquest.sg.

Please be informed that only shortlisted candidates will be notified

(Workplace: Near Little India MRT)