

# Sales Manager, Asia

**Start Date: October 1, 2026**

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*Based in Southeast Asia · Full Time · BD & Sales Team*

International Schools Services (ISS) is one of the most trusted names in international education. For over 60 years we have supported international schools worldwide with recruitment, professional development, leadership advisory and school supply services — all in service of a simple mission: helping schools build the communities they need to thrive.

As we enter an exciting new chapter of growth, we are looking for a Sales Manager to lead our business development and sales presence across the Asia-Pacific region. This is a rare opportunity to be part of a newly structured, energised commercial team — and to make a real and lasting impact across one of the most dynamic regions in international education.

## The Opportunity

Reporting to our Global BD & Sales Manager and working closely with our Chief Growth Officer, you will own the Asia-Pacific sales territory for ISS. You will build relationships with international schools and organisations across the region, develop a strong pipeline across our Digital and Advisory & Operations Services business units, and convert opportunities into long-term partnerships.

This is not a role for someone who wants to manage from a distance. We are looking for someone who is deeply embedded in the Asia-Pacific international school community, who understands what schools in this region need, and who can represent ISS with confidence, warmth and expertise.

## What You Will Do

- Own and grow the ISS sales pipeline across Asia-Pacific, including EDUrecruit school memberships, EDUlearn passport sales, School Marketplace enrollments and event sponsorships
- Build and maintain strong relationships with school boards, heads of school, and senior leadership teams across the region
- Develop and execute a comprehensive prospecting plan, converting new leads into long-term ISS clients
- Cross-sell across ISS's full range of Digital and Advisory & Operations Services offerings
- Refer opportunities into our Advisory & Operations Services team where appropriate
- Maintain accurate and current records across ISS's CRM and Salesforce systems
- Attend and represent ISS at key conferences and school visits across the region
- Work closely with colleagues across ISS business units and with our MarCom team to maximise visibility and impact

## What We Are Looking For

- At least four years of successful experience in sales and lead management, ideally within international education or a related sector
- A demonstrated ability to develop and close deals and build lasting client relationships
- Deep knowledge of and genuine connection to the Asia-Pacific international school community

- Fluency in written and spoken English; fluency in Chinese is a strong advantage
- A global mindset with the ability to navigate diverse cultural contexts with confidence and sensitivity
- Strong CRM discipline and comfort with data-driven sales reporting
- The ability to work independently and with initiative across time zones
- Willingness to travel regularly across the Asia-Pacific region
- A collaborative spirit — this is a team that moves together

## What We Offer

- A competitive base salary plus a tiered commission structure rewarding strong performance
- The opportunity to be part of a newly structured, high-energy commercial team at an exciting moment of growth
- The backing of a globally recognised brand with over 60 years in international education
- A values-led, non-profit organisation where the work genuinely matters
- A supportive and collaborative team culture with real investment in your success

## About ISS

International Schools Services is a globally distributed non-profit organization, with a global reach across Digital and Advisory & Operations Services. We support hundreds of international schools worldwide with the people, tools and expertise they need to deliver exceptional education. Making a world of difference — one school at a time. We recognize that diverse teams make the strongest teams, and we encourage people from all backgrounds to apply. We are experiencing a catalytic moment in history and ISS has committed to addressing systemic prejudices and biases in ourselves, in schools, and in organizations around the world.

ISS believes in dignity of all, the benefit of cross-cultural perspectives, and the power of diverse, inclusive, equitable and just communities. You can read more about our commitments here: <https://www.iss.edu/who-we-are/deij-commitment>

ISS offers a comprehensive benefits package, including generous paid time off, an employer contribution to a 403(b)-retirement plan, and comprehensive health insurance.

The anticipated salary range for this position is \$55,000 to \$65,000 USD annually. Final compensation will be determined based on the selected candidate's qualifications, experience, skills, and other relevant factors.

To apply, please send your CV and a cover letter to [pobrien@iss.edu](mailto:pobrien@iss.edu) by **September 4, 2026**. We look forward to hearing from you.

*ISS is an equal opportunity employer and is committed to building a diverse and inclusive team.*