

# PRINCE NKOSI

## CONTACT

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## SKILLS

### HARD:

- MANAGEMENT
- ANALYTICAL
- STRATEGY DEVELOPMENT
- OPERATION MANAGEMENT
- COMMUNICATION

### SOFT:

- LEADERSHIP
- ADAPTABILITY
- EMOTIONAL INTELLIGENCE
- INTERPERSONAL
- RESILIENCE

## EDUCATION

### HERIOT-WATT UNIVERSITY

- BACHELOR OF BUSINESS ADMINISTRATION
- 2013 -2014.

### LONDON SCHOOL OF BUSINESS AND MANAGEMENT

- BTEC HIGHER NATIONAL DIPLOMA IN BUSINESS MANAGEMENT
- 2011-2013

## CERTIFICATES

- **Saïd Business School, University of Oxford:**
  - Blockchain Strategy Programme
  - Artificial Intelligence Programme
- **MIT Sloan**
  - Business Process Design for Strategic Management short course
  - Digital Business Strategy short course
- **London School of Economics**
  - MBA Essentials Online Short Course
- **University of Cape Town**
  - Data Analysis Online short course
  - Digital Marketing Online short course
- **UCT Graduate School of Business**
  - Value Based Leadership

## WORK EXPERIENCE

### Sales Manager

#### Edge Education

March 2023- Present

- Collaborate with institutions and organizations to find the optimal solution utilizing our product.
- Engage with internal teams (engineering, marketing, and executive) to ensure clients are effectively onboarded.
- Formulate and execute strategies to expand the organization's market size.

### Head of Admissions (Sales Director)

#### Valenture Institute

June 2022 - Nov 2022

- Successfully managed and supported the Admissions team, which led to the implementation a development plan to enhance team quality and customer engagement. This resulted in improved team morale and engagement.
- Conducted a strategic and tactical analysis of sales processes, procedures, and systems, resulting in increased efficiency and effectiveness for the Sales Team. This led to the introduction of clear goals and expectations, boosting call activity by 20%.
- Created and implemented an innovative admissions strategy that drove growth. By introducing a clear sales strategy for the first time, I provided direction and guidance for the team, enabling them to focus on core activities.

### Senior Manager, Enrolments (Senior Sales Manager)

#### 2U Inc

Oct 2022 - June 2022

- Provided feedback to senior leaders on sales and productivity performance, which was well received for its clarity and insight. This feedback resulted in informed decision-making such as reviewing the content of a program that no longer served the needs of the market.
- Analyzed the sales team's performance, identified trends in the portfolio, and determined the team's strategic direction. This led to a shift in resource allocation, resulting in improved KPIs such as response times and revenue growth.
- Effectively coached and managed the performance of Advisors and Senior Enrollment Advisors, resulting in two team members being promoted to senior positions within the department.

### Manager, Enrolments (Sales Manager)

#### 2U Inc

Aug 2016- Oct 2022

- Provided feedback to senior leaders on sales and productivity performance, which was well received for its clarity and insight. This feedback resulted in informed decision-making such as reviewing the content of a program that no longer served the needs of the market.
- Analyzed the sales team's performance, identified trends in the portfolio, and determined the team's strategic direction. This led to a shift in resource allocation, resulting in improved KPIs such as response times and revenue growth.
- Effectively coached and managed the performance of Advisors and Senior Enrollment Advisors, resulting in two team members being promoted to senior positions within the department.

### Enrolment Advisor (Sales Advisor)

#### 2U Inc

Jul 2015 - Aug 2016

- Established rapport with potential customers, resulting in exceeding targets and being recognized in the hall of fame for surpassing 100 recruitments within a sales cycle.

### Student Advisor (Sales Advisor)

#### CTI Education Group

Jul 2014 - Jul 2015

- Successfully established school-campus partnerships, conducted market research, executed marketing campaigns, streamlined data management, facilitated communication, predicted market trends, secured student enrollments, boosted brand exposure and provided effective administration while meeting performance targets.