

Alan Brivio

d.o.b.: Jan/20/1976
nationality: Italian
current address: Via Val di Ledro, 20162 Milan, Italy
mobile: +39 3386986072
e-mail: brivio.alan@gmail.com

PROFESSIONAL CAREER

June 2016 – Present

International Enrollment Manager

Laureate International Universities

In charge of global enrollment operations. I lead a team of 9 regional enrollment heads, and a network of approximately 300 sales agents to achieve the international enrolment targets for Laureate Italy.

January 2016 – June 2016

Laureate International Universities

Direct Recruitment and Business Support Manager

In this capacity I lead a team of five Enrollment Advisors and one Business Analyst to support the growth of the Direct Recruitment Channel of International Students and Post Grad Domestic Students.

My responsibilities also included the set up and growth of Business Intelligence processes and systems to support the leadership in taking business critical decisions.

August 2010 – December 2015

Laureate International Universities

Regional Admissions Manager

In this capacity I have been accountable for developing and executing a rolling 5-year international sales strategy for the assigned region (South and East Asia).

I have recruited and led a field sales team that includes 3 Regional Admissions Coordinators and approximately 30 Educational Counsellors.

I have also established bilateral relationships with institutional partners and government agencies to facilitate students recruitment throughout the region.

July 2009 – July 2010

Istituto Marangoni

Corporate Relations Manager

Responsible for the job market development and brand recognition of the design department of the school.

I have built contacts with leading companies such as Ducati, SoftBank, that led to academic projects and students' placements.

March 2008 – June 2009

Istituto Marangoni

Area Manager Far East & South East Asia

In my first international assignment I have started up the South East Asian recruitment for Istituto Marangoni - an international education group that offers higher education in fashion, design and management that operates with 3 branches in Milan, Paris and London.

While starting up this new market I was also responsible for growing the already launched East Asian markets.

October 2005 – March 2008

EF Education First

Agents Sales Coordinator

EF Education First is a global organization that offers educational programs worldwide.

Responsible for sales performance of the Italian agents network.

Liaise with US/UK Head Offices and Local production offices to guarantee appropriate product delivery.

January 2004 – September 2005

EF Education First

Sales Representative

Marketing and Sales of language courses and higher education pathways abroad.

May 2003 – January 2004

Wall Street Institute

Service Manager Assistant

Wall Street Institute is a former subsidiary of of Sylvan Learning Systems, Inc. that engages in operating and franchising English language instruction and other educational services.

Involved in the start-up team of a new Wall Street Institute center.

Duties heavily focused on customer relations and supporting the Service Manager in course and activities planning and daily management of the school.

EDUCATION

2002: MA in Mass Communications from Milan Catholic University. Graduated cum laude.

LANGUAGES

Italian: native

English: full professional

Spanish: elementary

French: basic

Japanese: basic

IT SKILLS

Familiar with MS Windows and MS Office (Word, Excel, Power Point; Outlook). Independent user of Salesforce.com for Business Analytics.

PERSONALITY AND PROFESSIONAL SKILLS

When it comes to business - and life – the learning process is never ending.

In the beginning I wanted to be successful because I enjoyed competition, to win versus my competitors. I have grown to realize success lies in the way you lift others and prepare for their success.

What I enjoy the most is managing uncertainties and intangibles, situations when you have to take quick decisions. I used to believe that in these scenarios one should rely on his own experience. I have now learned that what we define as instinct is nothing but preparation, research and analysis.

What I aim to bring to a team is a boost in the sales culture, the creation of a customer centric environment and enjoying the process of growing as a successful unit.

“Ai sensi della legge 675/96 e dell'art. 13 del D.Lgs. 30 giugno 2003 n. 196, AUTORIZZO al trattamento dei dati personali contenuti nel presente curriculum”