

VACANCY: Appointment setter – Padova

Are you ready to connect with teachers from all over Europe?

Who we are

At Teachersrise, we organise Erasmus+ teacher training courses and international education projects for schools across Europe. We provide great training and logistical experiences for Erasmus+ funded schools.

The opportunity

Teachersrise is seeking a dedicated individual for the position of “**Appointment setter**” at our headquarters in Padova. The core focus of your role will be making phone calls to teachers who have shared their details through our marketing campaigns. You will engage with them to ask targeted questions, gather specific information, and schedule appointments with our team. In this pivotal position, success relies on assertive communication, effective objection handling, and building connections with teachers across Europe. A strong sales attitude is essential, as you will need to handle objections effectively and inspire confidence in our offerings.

Beyond phone calls, the Appointment setter will engage with prospective participants through email, conduct engaging online open days to further qualify leads, create compelling sales collateral, manage data entry, and provide valuable reports to the team. Your excellent intercultural skills will be essential in fostering positive and effective communication with teachers from diverse backgrounds across Europe!

Contract type: Full time employment (38 hours/week). Fixed-term (1 year) with a view to become permanent.

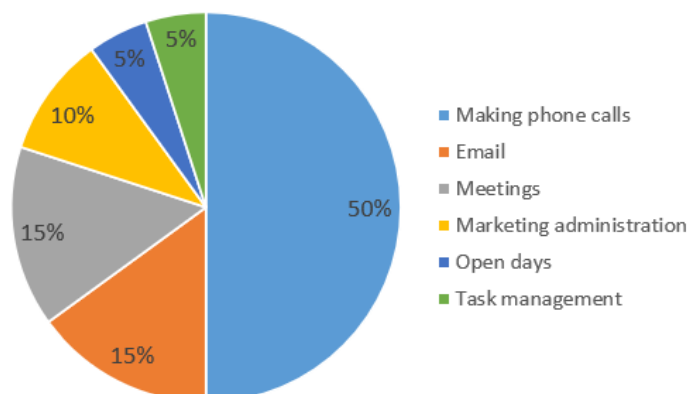
Start date: September 2025

Key responsibilities

- **Phone calls and appointment setting:** Make phone calls to confirm Erasmus+ funding and course preferences, and set appointments with team members.
- **Email handling:** Respond to emails from prospective participants.
- **Open days:** Conduct online open days with the goal of qualifying further leads.
- **Sales collateral production:** Create and compile texts and images to produce materials such as presentations and brochures.
- **Data entry:** Enter information into specific online platforms accurately and efficiently.
- **Reporting:** Report to the team on lead qualification progress and appointment outcomes.
- **Planning and organisation:** Plan and organise daily tasks to ensure efficient lead qualification and appointment setting. Collaborate with team members to align outreach strategies with business objectives.

How you will use your time

Here is a pie chart showing how your working time is anticipated to be allocated across key responsibilities:



What we are looking for

- Proficiency in English and Italian (both at least C1); additional languages are a valuable asset.
- Excellent phone communication skills and a customer service orientation.
- Strong intercultural communication skills to interact with teachers from all over Europe.
- Self-motivation and proactivity with a strong desire to learn.
- Outstanding organisational and time management skills.
- Basic computer skills and ability to thrive in an office environment.
- University degree in education, business administration, or a related field is preferred.
- Padova or nearby home address required

Contract:

- Full-time (38 hours/week).
- Flexible hours with compensatory time off ("banca ore") for extra time.
- Bonus scheme effective from the start of your contract.
- Comprehensive supplemental health coverage.
- CCNL Scuole Laiche Livello 4 "Addetto al telemarketing".

Based in Padova

The role is based in our office in Padova. At this developmental stage of our microbusiness, in-person collaboration in Padova is essential, so remote or hybrid arrangements are not available for this position.

Career pathways

The role has the potential to diversify into specialist or leadership positions, based on individual performance and contribution to company goals. The company is committed to employee skill development for success.