



Sarah Lightfoot **Chief Executive Officer, UNSW College**

Formerly the Chief Business Development Officer at UNSW College, a role which spanned the Marketing and Sales teams at UNSW College and UNSW International, Sarah started her career with a focus on marketing, before moving into events management and ultimately sales. She worked in several sectors before coming into education in 2004, and in 2006, decided to change the direction of her career by completing a Master of International Education.

Previously, as Vice-President and General Manager of Marketing and Sales at Navitas, the world's largest university pathway provider, she was responsible for the recruitment, marketing and admissions of 16 business units across Australia, Dubai, New Zealand and Singapore. She led a highly successful business transformation at Navitas where she focused on future-proofing student recruitment channels. Her work resulted in a major uplift in student numbers to generate \$600 million in tuition fee revenue.

Sarah returns to UNSW to continue a long, fruitful and positive association with the University which spans 25 years.