

## **Sales Consultant, Full time, Gateshead.**

**Basic of £22,000 per annum. Plus Pension, Plus Benefits.**

**OTE £35k - £50k+ achievable / genuine\*.**

**Title: Sales Consultant**

**Reports to: Sales Manager**

LexiaUK Ltd is a market-leading educational software sales company who seek a Sales Consultant as part of a growing team. Applications are welcome from all sectors as full product training will be given in this rewarding and varied role.

Office-based, you will support primary and secondary school educators through our sales process. This will involve telephone consultations, online demonstrations of our software and training and support. Although leads are generally inbound / warm, they require careful management due to the sales process typically lasting two months. As the pipeline builds, so does earning potential - \*please note that evidence can be provided during the interview process to support OTE figures.

**Benefits include:** generous commission, company pension, Perk Box, Health Shield and holiday package of up to 29 days (exc. Bank holidays).

### **Duties / Responsibilities:**

- Take leads through the sales pipeline as quickly and efficiently as possible.
- Provide online consultations, demonstration and training sessions.
- Maintain close, regular contact with customers.
- Provide telephone advice and support.
- Give pricing information, negotiate and close sales.
- Develop new business through existing relationships.
- Maintain CRM with a high degree of accuracy.
- Meet/exceed targets.
- Occasionally visit customers and attend trade shows/exhibitions (overnight stays).

### **Job Abilities:**

Essential:

- Ability to consult, present and close sales.
- Excellent communication skills (written and verbal).
- Adaptable - in order to meet the demands of the role.
- Good ICT skills including excel and word.
- GCSE C Grade/equivalent or higher in Maths and English.
- Required to take holidays out of school term time.
- Working with schools, you will be required to pass a DBS check.

Desirable:

- Experience with web conference presentations / training.
- Experience of CRM and sales pipeline management tools.
- Own car/clean driving license as on occasion you may be required to work offsite.

### **To Apply:**

Please send your CV with a covering letter to [recruitment@lexiauk.co.uk](mailto:recruitment@lexiauk.co.uk)