

## **Sales Consultant, Tyne & Wear.**

**OTE £30k+ (achievable - figures can be provided at interview stage). Plus pension & benefits.**

### **Sales Consultant (Office Based)**

We are a market-leading educational software sales company with over twenty years' experience in our sector. Applications are welcome from candidates from a proven sales background who may have experience in consultative sales processes.

The successful candidate will specifically focus on working with existing customers with a view to extending their current software packages. Due to the warmth of the leads, strength of our products and excellent reputation within the industry, targets are achievable, although this is dependent on excellent listening, questioning and record-keeping skills. Full training will be given on our products and how best to approach customers in order to maximise opportunities.

Your responsibility will be to achieve sales targets in a manner which will be in-line with the culture and reputation of the company. You will be able to demonstrate a desire and passion for this exciting role and an ability to achieve or exceed targets.

### **Duties include:**

- Using company and public data to identify customers who may require additional licenses or services
- Generate leads by contacting customers through outbound (mass and bespoke) email campaigns
- Follow up campaigns with regular outbound telephone sales work to qualify leads
- Deal with inbound extension sales pricing enquiries
- Undertake online consultations with customer representatives at senior management level
- Provide online product demonstrations and occasionally training
- Maintain close, regular contact with customers over the sales cycle (typically 1 month duration).
- Provide software and sales support.
- Give pricing information, negotiate and close sales.
- Maintain CRM with a high degree of accuracy.
- Meet/exceed targets.
- Occasionally visit customers and attend trade shows/exhibitions.
- May be required to work from home, e.g. COVID-19 restrictions.

### **Job Abilities:**

#### **Essential:**

- 3+ years' sales experience (proven track record in achieving targets)
- Self-motivated with a passion and hunger to achieve.
- Ability to build strong relationships with customers and our growing team.
- Excellent communication skills (written and verbal).
- Professional and presentable (as on occasion the role will be customer facing)
- Good ICT skills – excel and power point.
- GCSE C Grade (or equivalent) or higher in Maths and English.
- Required to take holidays out of school term time.
- Required to pass a DBS check.

#### **Desirable:**

- Consultative sales background – experienced in dealing with senior managers
- Telesales and customer service
- Experience of working with the education sector
- Strong presentation skills (online)

To apply, please visit [https://www.indeedjobs.com/lexiauk/hl/en\\_GB?cpref=JXWAtnzf3XWjLOi4YeVNLqF8RN6a-VzuEJ-dQJC-Lso](https://www.indeedjobs.com/lexiauk/hl/en_GB?cpref=JXWAtnzf3XWjLOi4YeVNLqF8RN6a-VzuEJ-dQJC-Lso)