

Educational Software Consultant

Full-time | Office-Based in Gateshead

£25,000 – £50,000 OTE + Commission, Perks, Pension & Up to 37 Days Holiday (inc. Bank Holidays)

Help Schools Transform Literacy with a Product That Really Works

At LexiaUK Ltd, we're proud to support over 3,500 schools across the UK with one of the most trusted and research-backed literacy solutions on the market. Our team is growing—and we're looking for a driven, passionate Educational Software Consultant to join our Gateshead-based sales team.

This isn't cold calling or hard selling. It's about connecting with school leaders, understanding their challenges, and showing how Lexia's software can make a real difference. If you're confident presenting, experienced in consultative sales, and looking for a role where you can genuinely impact lives—we want to hear from you.

What You'll Be Doing

You'll be the first point of contact for schools exploring our software, guiding them from first inquiry through to successful implementation. You'll work closely with educators and school leaders, helping them find the right solution to boost literacy outcomes.

- Lead insightful phone consultations with school decision-makers
- Deliver tailored product demonstrations and consultations via Teams
- Create bespoke solutions for schools, including pricing and package recommendations
- Develop trusted relationships and nurture new and existing leads
- Drive growth across primary and secondary sectors
- Hit performance goals with the support of a highly collaborative team
- Occasionally attend education exhibitions and visit schools
- Feed insights back to the team to help refine our approach

What You'll Bring

- Exceptional communication skills—able to build rapport quickly and listen well
- 3+ years' sales experience (consultative or solutions-based selling is ideal)
- Confident using Microsoft Teams, Excel, Word, and CRM systems
- Target-driven, self-motivated, and ready to thrive in a fast-paced environment
- Adaptable and flexible—every school is different, and you'll pivot accordingly
- Passionate about education and making a difference

The Perks

- Competitive base salary of £25,000 – £50,000 OTE
- Generous, transparent commission scheme (evidence available at interview)
- Up to 37 days holiday (including Bank Holidays—taken out of term time)
- Access to Health Shield, Private Medical & Dental Insurance
- Perkbox benefits platform & employee discounts
- Company pension
- Regular team events and recognition

Bonus Points If You Have

- Experience working in or with schools (e.g. as a teacher, TA, SENCO or adviser)
- Familiarity with Lexia software or literacy-focused EdTech
- A strong understanding of how children learn to read
- Experience delivering remote product demonstrations or webinars

Why Join Us?

This is more than a sales job. It's a chance to be part of a purpose-driven company that's genuinely helping schools and students succeed. With full training, ongoing support, and real career progression, this is a great opportunity for anyone passionate about education and technology.

Ready to Make a Difference?

If this sounds like your kind of role, we'd love to hear from you. Please apply with your CV and a tailored cover letter telling us why you'd be a great fit for LexiaUK.

- Monday to Friday, 8-hour shifts
- No weekend work
- Office-based in Gateshead (please ensure you can reliably commute or relocate)
- Holidays must be taken outside of school term time
- Enhanced DBS check required (we'll cover this)