

Sales Executive

A highly regarded Edtech organisation are now looking for 2 Sales Executives to join this successful business on their mission to help every student achieve more.

You will be a key member of a new, highly productive, collaborative, and efficient team. The work is highly rewarding, and the workplace, a happy one. You will find your colleagues helpful, supportive, and flexible.

You will learn to grow as a sales executive and have excellent training to progress your career in a supportive and collaborative environment. You will also be given autonomy and be trusted to achieve your results.

It is the ideal environment for those with experience who wish to develop their skills within a thriving and successful company.

We're seeking, ideally experienced sales executives to find and screen potential customers who can benefit from the customers products and services – this will be both from inbound leads and prospecting.

You will be a quick learner, tech savvy, with strong communication skills and will be able to both explain verbally and demonstrate the customers products, in a compelling way.

Objectives/Responsibilities

- Approaching and communicating with external senior stakeholders including headteachers from secondary and multi academy trusts and colleges.
- Booking in and performing product demonstrations.
- Working across the wider company including the customer success teams to maximise revenue.

Skills/ Requirements

- 2-3 years of sales experience, with a history of exceeding lead targets preferable
- Strong communication skills via phone, and email
- Attention to detail with CRM systems
- Telesales, SAAS experience desirable
- Proven creative problem-solving approach and strong analytical skills
- Strong desire and ability to progress career
- If you have Edtech or education experience, even if its not in sales, please feel free to reach out if the role is of intrest

The Package

- Competitive basic salary circa £25,000- £35,000 OTE £35 – 45,000 (Uncapped Commission)
- Excellent working environment and collaborative culture within a successful, privately owned and growing data analysis technology company
- Hybrid/ remote working model
- Flexible working hours
- 25 days holiday
- Range of staff incentives and social activities

If this sounds like the role for you, apply today!

We are keen to talk to you about this fantastic opportunity.

Email: stephen.park@alps.education