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| Position Title: | Sales Executive |
| Department: | Sales & Marketing |
| Reports to: | New Business Team Leader |
| Position Summary: | <ul style="list-style-type: none"> The individual will be required to build relationships with schools and demonstrate fully our award winning online resource. Alongside this, the successful candidate will also deal with Parents inquiring about the home product. You will receive one-to-one training in the early weeks to help you settle into the role, then ongoing training thereafter. This is a full-time temp to perm role 39 hours per week with ½ for lunch Permanent Salary: £14,385.00. |
| Responsibilities: | <ul style="list-style-type: none"> You will act as the first point of contact for schools that are not already signed up to our products, to provide them with a trial of the product. You have a great responsibility to represent the values of the organisation. The successful candidate will need to be organised, self-motivated, and enjoy working within a target focused environment. We do not operate a hard-sell, we believe in having fun but this goes hand in hand with trusting you to ensure that the work gets done. You will expect to make approximately 75 calls per day to primary schools and on average there is a 60% conversion rate to persuade schools to sign up for a free trial of our software. |
| Education & Experience: | <ul style="list-style-type: none"> Previous telephone experience is desirable but not essential. An understanding of the educational environment is desirable. Some experience of working in a customer service or sales environment. Minimum 5 GCSEs A*-C of which two MUST be English Language and Maths. |
| Skills: | <p>Essential Criteria:</p> <ul style="list-style-type: none"> Be enthusiastic in their approach to our product – we strongly recommend that you visit our website before attending for interview: www.educationcity.com Have a natural aptitude for customer service skills – being able to understand the needs of potential new customers as well as getting across our core message Demonstrate strong communication skills, especially spoken, and have a good telephone manner. Have the ability to communicate remotely and knowledge of technical forms of communication (ie email). You must be able to take on board feedback/constructive criticism and be resilient and resourceful. Is able to work to targets as part of a focused team effort. <p>Desirable Criteria:</p> <ul style="list-style-type: none"> Good grammar. |

Contact Us:

Candidates may submit their resume along with their portfolio to:

Kate Sanderson – HR Manager

Education City

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About EducationCity.com

EducationCity.com is a leading developer and publisher of educational content, with offices in in Oakham, Rutland - a delightful market town set in beautiful countryside; and a sales base in Dallas, USA. Since its foundation in 1999, Educationcity.com has remained passionate about its product offering. It is used and trusted in over 15,000 subscribing schools as part of their everyday teaching. Dedicated to creating new ways of delivering curriculum content, recognised with awards by educationalists and adored by children everywhere, EducationCity.com pioneers the evolution of teaching with technology in the new digital learning era.

In return for your time, talents and commitment; we offer you a fantastic working environment in a friendly team and subsidised, delicious catering at lunch-time!

You will receive free life-cover from day one of service, for four times your salary, plus cover under income protection insurance. You will also have the opportunity to be included in a health-care cash plan and join the company pension scheme and once through your probationary period.

Annual leave is 23 days per year plus Bank Holidays.