
S.CHAND HARCOURT (INDIA) PVT. LTD.

JOB DESCRIPTION: PRODUCT MANAGERS - SCHOOL SALES

Department: Business Development

Designation: Product Managers – School Sales

Responsible for the development and performance of all K-12 school sales activities in assigned geography. Provides individual leadership towards the achievement of maximum profitability and growth in line with company vision and values. Establishes plans and strategies to expand the customer base in the assigned area and contributes to the development of training and educational programs for clients.

Cities to be covered: Bangalore, Surat, Bhopal, Jabalpur, Indore, Raipur, Coimbatore, Kota, Hyderabad, Bareilly, Kanpur, Vishakhapatnam, Kochi, Kolkatta, Mangalore, UP, Delhi & NCR

Educational Qualifications:

- Graduate

Experience:

- 2-5 Years in sales and marketing (prior experience in educational schools sales a distinct advantage)

Roles & Responsibilities:

- Identifying and targeting educational institutions for the company's digital technology solutions and associated services to schools in the assigned area.
 - Responsible for visiting schools and giving presentations of our solutions to teachers & key persons of institutions, enhancing awareness about the company's value propositions.
 - Responsible for the entire sales process from initial point of contact (lead generation), presentations, proposals, through contract negotiations, execution and follow-up with the schools.
 - Execute against business plans and sales strategy for the market that ensures attainment of company sales goals and profitability.
 - Responsible for achieving the sales revenue & revenue collection targets.
 - Developing and executing sales promotion strategies to boost the market share and sales through activities such as education fairs, workshops and presentations.
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- Coordinating closely with the support functions to enhance after sales service thereby ensuring strong brand reputation with clients
- Pre-sales documentation: proposal writing, service agreement and follow-up with the schools.
- Provides timely feedback to senior management regarding performance.
- Maintains accurate records of all pricings, sales, and activity reports submitted.

Key Skills:

- Achieving set targets
- Possesses a strong understanding of K-12 schools business dynamic.
- Has been a sales manager in the education industry and preferably the E-learning industry.
- Ability to regularly meet or exceed all activity standards for prospecting calls, appointments, presentations, proposals and closes.
- Ability to manage and rapidly generate territory revenue growth.
- Proven ability to develop and execute tactical sales strategies focusing on the targeted accounts within a large regional geography.
- Maintains contact with all clients in the market area to ensure high levels of client satisfaction.
- Sets examples for Account Executives in areas of personal character, commitment, organisational and selling skills, and work habits.
- Excellent written, verbal communication and listening skills.
- Is highly organised and has very effective time management skills.
- Is highly computer literate.

Attributes:

- Is a demonstrated achiever both with customers and employees.
 - Strong understanding of customer and market dynamics and requirements.
 - Strong negotiating skills and capacity.
 - Self motivated and evident interpersonal skills.
 - Highly customer focused.
 - Highly efficient.
 - Proactive.
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