

Academic Sales Consultant

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Company: Redwood

Location: United Kingdom

Category: other-general

We have a unique opportunity for a well-organised graduate looking to develop a career in sales with a highly regarded and market leading international academic publisher. Reporting to the HE & Vocational Sales Manager, this role will be responsible for the Ireland/Scotland territory. Candidates are required to currently live within the territory (Ireland preferred).

In this role, you will promote key products and solutions in Higher Education institutions on territory to maximize revenue and achieve agreed annual sales goals, through all channels but primarily through direct sales of new digital solutions to universities. This role requires frequent travel to customers within the territory and a full driving licence is essential. Our client offers a generous salary, great benefits and this role also carries a generous on target bonus and car allowance.

Some of the key responsibilities for the Academic Sales Consultant will include:

Visit key Higher Educations Institutions (HEIs) within the territory to promote products and solutions.

Identify and close new business opportunities with a particular emphasis on direct and institutional sales

Follow up on all qualified new business and upsell opportunities passed from sales and marketing campaigns

Enter customer contact and activity data on CRM system daily

Responsible for developing robust pipeline of opportunities

Representing the brand at key industry events e.g. conferences, exhibitions, and trade shows

Developing new opportunities and gaining information from librarians, academic teaching staff and researchers through a consultative sales style

Working closely with internal colleagues e.g. marketing, sales teams, customer services and product development offering market feedback

You may have some proven sales experience but importantly you will be able to demonstrate your passion for sales and for working with an important, leading global publishing company. You will have a customer-focused approach, with a consultative style of selling, along with strong verbal and written communication skills. It is important to have the flexibility to be able to adapt your sales approach to suit the customer and the product, along with the ability to absorb product knowledge. An interest in education and academia would be highly desirable. This is a fantastic opportunity to build your sales skills and to have a sales career within educational publishing. If you would like more information,

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