

## Education Sales Manager

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Company: Chronos Consulting

Location: United Kingdom

Category: other-general

### Job Description

Medical Devices / MedTech, Sales & BD, Pharma / Biotech, Ophthalmology & Low Vision, AI and Machine Learning, Wearable Devices, EdTech

If you are driven to succeed, want to join a young, dynamic company – and are looking to make a meaningful difference in people's lives, then this role is for you.

### REQUIREMENTS

A minimum of 3+ years of experience in business development, field sales, customer success and/or marketing

Connection with education community and experience in the education industry (preferred)

Proven track record of meeting/exceeding sales quotas

Excellent people, telephone and customer service skills, including negotiation

Strong verbal and written communication skills and attention to detail

Self-starter, dependable, and strong management skills

Comfortable and effective working outside of the home office, with minimal supervision

Valid driver's license, and access to a vehicle as needed

Technologically savvy with advanced Microsoft Office, Salesforce and other CRM skills

### Job Responsibilities

Drive business development and sales of products in the designated territory

Develop sales and marketing strategies to drive sales growth in the assigned area

Present the company and demonstrate products to distributors, schools, Education

personnel, students.

Manage relationships with distributors, resellers, local councils and government agencies, corporations, education organizations, and direct representatives.

Increase the company's sales volume and revenue through the Education sales channel

Promote awareness in the Education eco-system by working with assistive technology agencies and relevant Education organizations.

Involve in marketing activities and participate in events and trade shows

Provide training on the use of devices, their USPs/benefits, and their differentiated value for users, teachers, school reps, and organizations

Liaise daily with other team members, produce activity reports, and participate in sales meetings or sales calls

Achieve monthly, quarterly, and yearly sales quotas as assigned and positive feedback from business partners, distributors, colleagues, and customers

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