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# Example of Sales & Education Executive Job Description

Our company is hiring for a sales & education executive. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for sales & education executive

* Hire, train, coach and motivate field teams
* Identify new business opportunities and key partners within the store
* Implement new launches (training teams, merchandising…) and monitor product’s performances
* Monitor staff productivity and performances
* Responsible for counter appearance (merchandising, cleanliness…)
* Responsible for correct counter stock assortment and proper levels
* Train entire departments for new launches or events
* Monitor sell-in and sell-out and ensure the delivery of yearly targets
* Establish weekly and monthly sales reports per market and provide feedbacks on competitive dynamics, price positioning and market share for each account
* Conduct daily communications with distributors and retailers to ensure the implementation of the strategic plan and the achievement of targets

## Qualifications for sales & education executive

* A” player with direct sales experience within the higher education sector a must
* Aggressive seller with the soft skills to forge relationships and become a trusted advisor with C-suite executives key department head contacts
* Possess excellent oral and written communication skills, including the ability to effectively present information to top management and executives, both internal and external, is required
* Possess strong self-motivation and a desire for success
* Always use Clinique products including makeup and fragrance
* Exceptional leader