Our growing company is looking to fill the role of education sales consultant. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for education sales consultant

- Work in conjunction with the Product Managers to maintain and update content related to the associated product and services portfolio
- Understand all interoperability standards in the independent & international Education Sector and their application to our solution range
- Work with Senior Leadership quarterly to determine educational priorities for the Territory
- Build relationship with key PaaS/ OCI customers as trusted advisor
- Assess customer's Cloud adoption stage and their employees learning needs, map them to available learning solutions, and thus create learning proposals which results in faster and effective adoption by customer, and better ROI on their investment in Cloud technologies
- Perform product demos to drive the awareness and value of the portfolio and solutions, but particularly drive the closure of deals
- Design, and make sure, specific learning solutions are included in account plans for Key / Named accounts
- Contribute to the design and execution of the go-to-market strategy for the Cloud training business including leveraging partners, marketing campaigns, and attachment to software deals resulting in training business pipeline to ensure achievement of business targets
- Build Cross-Line-of-Business (LOB) awareness and value propositions regarding our Learning solutions
- Work closely with Global Product Development and other LOBs to ensure

Qualifications for education sales consultant

- Build positive partnerships with schools and school networks
- Keep up to date with innovations within the company
- The ability to work independently and the capacity to think strategically and identify new opportunities
- 10+ years of experience in a Software, I.T
- Full understanding of the latest Cloud technologies in the areas of PaaS, Cloud Infrastructure, Database Management, Application development
- Preferred experience in developing solutions selling PaaS/ Cloud Infrastructure to customers or Implementing migration projects