



Example of Education Sales Consultant Job Description

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Our innovative and growing company is looking for an education sales consultant. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for education sales consultant

- Manage customer visits, presentations, and RFP/RFI responses as directed by management
- Supports strategic accounts, and may serve as primary owner for key sales opportunities
- Develops and executes winning sales strategies
- Plans, facilitates and/or conducts complex negotiations, typically over a long sales cycle
- Utilizes advanced product knowledge and understanding of the customer's business to develop creative solutions that meet the customer's needs while producing revenue in line with product category plans
- Responsible for all duties from prospecting to closing accounts, direct or in partnership with the outside sales executives
- Works closely with Global Product Development and Partners to create Cloud Learning solutions suitable for the Japan market
- Leverage OU marketing campaigns to target the Japan market
- Localization project
- Reports to OCU Sales Director of Japan and the Snr Director, OU Asia Pacific & Japan

Qualifications for education sales consultant

- Fluent and flawless English language skills verbally and in writing, preferable additional language skills in French or German or Italian or Spanish or Dutch
- Demonstrated achievements in call centre sales environment is essential for this position
- Excellent customer service and communication skills, confident in interaction with peoples from all ages of a variety backgrounds
- Must demonstrate strong sales consulting and collaboration skills with the ability to work within complex sales cycles
- Demonstrate understanding of standard business processes and customer business in general