



Example of Education Sales Consultant Job Description

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Our 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

- Booking appointments and delivering Services to achieve sales targets and deliver a total brand experience
- Engage with key PaaS/ Cloud Infrastructure customers
- Experience of working in a sales environment
- Good level IT skills, including Word & Excel
- Provide weekly accurate sales forecasts to Manager for the opportunities where you are engaged with customers
- Create, develop and deploy subject matter expert Sales Enablement tools & resources, that increase existing sales opportunity momentum and acceleration of new business development
- Proactively provide pre-sales assistance to the sales community on any missed opportunity or opportunity that has temporarily stalled
- Manage the independent & international sales MIS data sets and ensure essential data is included and ready for customer demonstrations
- Provide regular feedback to the business on the application of our solutions within independent & international schools, Trusts and local Government
- Present at marketing events, road shows, webinars and technical briefings when necessary to support the sales community in the generation of sales leads

Qualifications for education sales consultant

- Automation aptitude/knowledge required
- Expert in desktop applications (Word, PowerPoint, Excel, Salesforce.com, Collaboration tools)
- Incumbents have a comprehensive understanding of insurance products and the insurance product sales process
- Familiarity with personal and/or commercial insurance workflows (agency and/or company) and processes a plus
- Delivers exciting, insightful, value-based HCM Cloud software demonstrations to customers