



Example of Education Sales Consultant Job Description

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Our innovative and growing company is searching for experienced candidates for the position of 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

- Own, lead and coordinate winning solutions that comply with the business unit's development objectives
- Communicate closely with a wide range of colleagues to ensure quality input to the pursuit is achieved within the pursuit timescales
- Provide advice and guidance to pursuit team members to share best practices and ensure that the pursuit process is followed
- Prepare presentations and documents to support pursuit workshops, meetings and client interviews for both internal and external audiences where required
- Formulate non-technical components of pursuit documents, ensuring relevance, accuracy and high quality
- Monitor and review pursuit documents produced by others to ensure that they are accurate and meet ESS quality standards
- Assist the Sales lead in mentoring and developing other members of the Pursuit Team in delivering effective winning responses
- Input to a range of business systems
- Engage and work closely with ESS Marketing Team, where required, to develop market leading documents & materials for increased pursuit effectiveness
- Actively collaborate with Pre Sales and ESS Product Team to formulate the

Qualifications for education sales consultant

- Experience in tele- sales desirable
- Deliver regional team revenue targets
- Preferred experience in handling configuration and sales of large training deals
- Interacts with all levels in a customer organization, from individual contributors to executives, and understands the differences in style and approach needed for various audiences
- Simplifies complex business requirements
- Monitors and applies key trends in Human Capital Management and related technology