



Example of Education Sales Consultant Job Description

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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

- Act as a trusted advisor to Higher Education and C-suite professionals at client universities by using sector knowledge to advise customers in decision-making, support and guidance aligned to their curriculum
- Where required, liaise with external suppliers to ensure all output collateral is delivered on time and is of a high quality
- Working with Bid Team colleagues to ensure on time and quality production of bid administration work
- Maintain a comprehensive understanding of our competitors to increase our proposal win probability
- Travel will be required to offices within the UK, in the management of pursuits
- Prompt, polite and efficient customer service at all times to provide each and every customer with the best level of makeover possible in the Eyeko style, tailored to the customer requirements within our set timelines
- Welcoming every customer to Eyeko in a warm, personable way by approaching and connecting with the customer in a timely manner
- Maintain high standards of personal grooming and hygiene, adhering to Eyeko grooming guidelines
- Working efficiently, helping colleagues and teams by being flexible and taking on tasks as required
- Working alongside store personnel and management, communicating effectively and courteously

- Monitors competitors in our HCM space and applies this knowledge to demonstrations and interactions with customers
- Conducts value based customer discovery and needs analysis
- Responds to RFI/RFP's as needed
- Mentors less experienced peers
- Coordinates and executes customer workshop events
- Creates demonstration scripts, presentation documents, and other sales and demonstration materials