



Example of Sales & Education Executive Job Description

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Our company is hiring for a sales & education executive. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for sales & education executive

- Hire, train, coach and motivate field teams
- Identify new business opportunities and key partners within the store
- Implement new launches (training teams, merchandising...) and monitor product's performances
- Monitor staff productivity and performances
- Responsible for counter appearance (merchandising, cleanliness...)
- Responsible for correct counter stock assortment and proper levels
- Train entire departments for new launches or events
- Monitor sell-in and sell-out and ensure the delivery of yearly targets
- Establish weekly and monthly sales reports per market and provide feedbacks on competitive dynamics, price positioning and market share for each account
- Conduct daily communications with distributors and retailers to ensure the implementation of the strategic plan and the achievement of targets

Qualifications for sales & education executive

- A" player with direct sales experience within the higher education sector a must
- Aggressive seller with the soft skills to forge relationships and become a trusted advisor with C-suite executives key department head contacts
- Possess excellent oral and written communication skills, including the ability to effectively present information to top management and executives, both

- Always use Clinique products including makeup and fragrance
- Exceptional leader