



Example of Sales & Education Executive Job Description

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Our company is looking for a sales & education executive. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for sales & education executive

- Analyze sales and turnover to develop made-to-measure strategies
- Develop growth opportunities by analyzing new markets, competition, and negotiating opening conditions
- Coordinate the opening of new markets and new points of sales
- Have a hands-on approach where you lead by example with the ability to energise and motivate our retail team to ensure continual strengthening of market share
- Identify, pursue and close all education sales opportunities by positioning the value of education solutions within these accounts, either as part of a solution sale or independently according to the customers' status in the lifecycle
- Create high-quality sales documents (including RFI responses and proposals) within required timescales
- Develop trusted advisor status with customers
- To act with a high degree of autonomy, handling all but the most complex deals independently and efficiently
- Achieve all retail targets within budget
- Develop area business to maximise potential

Qualifications for sales & education executive

- Comfortable with 20~30% overnight travels

- Preferred BS or BA degree in business
- Able to speak fluent English and Mandarin due to the market the incumbent will be covering
- Applicants with relevant experience are encouraged to apply and fresh graduates who enjoy meeting people will be considered as well