

Field Sales Executive (Edtech Company)

Position : Field Sales Executive
Experience : 0 to 3 year experience in field sales, preferably in the Edtech industry
Location : Bangalore

Overview:

As a Field Sales Executive at our Edtech company, you will play a pivotal role in driving revenue growth and expanding our customer base. Your primary responsibility will be to meet potential customers in person, understand their educational needs, and promote our innovative Certification Courses. Leveraging your sales expertise and product knowledge, you will effectively communicate the value of our Edtech offerings, generate new leads and convert leads into active customers. This role involves a combination of prospecting, relationship building, and sales closure activities within your designated territory.

Key Responsibilities:

- ✓ Identify and prospect potential customers within the assigned geographical area to build a robust sales pipeline.
- ✓ Conduct face-to-face meetings and product demonstrations to showcase our Certification Courses and tailor offerings to individual customer needs.
- ✓ Build strong, long-lasting relationships with key decision-makers in educational institutions, and other relevant organizations.
- ✓ Effectively communicate the features and benefits of our Certification Courses, addressing any customer queries and concerns to drive conversions.
- ✓ Collaborate with the sales team to achieve individual and team sales targets, contributing to the overall growth of the organization.
- ✓ Stay up-to-date with industry trends, market competition, and customer preferences to identify new business opportunities.
- ✓ Participate in sales events, exhibitions, and promotional activities to increase brand awareness and generate leads.
- ✓ Provide regular reports on sales activities, customer feedback, and market insights to the management team.
- ✓ Continuously strive to enhance product knowledge and sales skills through ongoing training and professional development.

Requirements:

- ✓ Strong interpersonal and communication skills with the ability to connect with diverse audiences.
- ✓ Demonstrated ability to conduct effective product demonstrations and articulate complex ideas concisely.
- ✓ Self-motivated, result-oriented, and comfortable working independently as well as part of a team.
- ✓ Knowledge of the local education landscape and existing contacts in the education sector is a plus.
- ✓ Willingness to travel within the assigned territory as needed.

Join our dynamic team and be a driving force in shaping the future of education through innovative Edtech solutions. If you are a passionate sales professional with experience in the education industry, we would love to hear from you!