



Learning Matters is an award winning educational technology company headquartered in Bangalore. We create tech-enabled solutions for educational institutions to improve student learning outcomes by improving the quality of teachers and teaching.

Job Position: Senior Manager - Sales and Business Development

Number of Positions: 1 person

Location: Belgaum (Belagavi)

Job Roles:

- Sell edtech products and services to schools
- Giving sales pitch and product demonstration in schools
- Intensive travelling in Belgaum sales territory (Belgaum, Bagalkot, Dharwad, Gadag, Haveri, Uttara Kannada, Vijayapura, Kohlapur, Sangli, Pandharupur and Solapur) and meeting the principal or/and correspondent in schools/colleges
- Close deals and generate revenue

Job Responsibilities:

- Getting the school/college sales visit database ready
- In-person sales visits to schools for sales pitch and product demos
- Gathering information for sales follow-up
- Reporting your daily sales visit in whatsapp and CRM
- Manage the junior sales manager daily activities and sales targets
- Manage the sales pipeline proactively
- Achieve sales targets

Academic Qualification:

- Any Graduation

Work Experience:

- Minimum 8 years of sales experience in education and training sector

Skill Sets:

- Good English Communication skills
- Physical and mental endurance to do continuous travel
- Ability to connect with people
- Flair for concept selling
- Monitoring Self-performance
- Self-motivated and Self-Starter
- Drive 4-wheeler

Remuneration:

- Annual CTC: 7.2 lakhs and above per annum plus a generous sales incentive plan that has a potential of Rs.2 lakhs per annum

(Remuneration package will be fixed based on candidates profile and work experience)

Working @ Learning Matters

- Open and friendly working environment
- Creative and dynamic work culture
- Plenty of opportunities available for rapid career growth
- Approachable leadership team
- Employee friendly work policies and practices

Contact:

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