



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: Manager - Sales and Business Development

Number of Positions: 1 person

Location: Bengaluru Sales Territory

Job Roles:

- Sell edtech products and services to schools
- Giving sales pitch and product demonstration in schools
- Intensive travelling in your sales territory (Bengaluru Urban, Bengaluru Rural, Chikballapur, Chitradurga, Davangere, Kolar, Ramnagara, Shivamogga, Tumakuru, Mandya, Hosur and Chittor) and meeting the principal or correspondent in schools/colleges

Job Responsibilities:

- Getting the school/colleges sales visit database ready
- Cold calling and in-person sales visits to schools
- Giving appropriate sales pitch
- Gathering information for sales follow-up
- Reporting your daily sales visit in whatsapp and CRM
- Follow-up regularly with the prospect schools
- Achieve sales targets

Academic Qualification:

- Any Graduation

Work Experience:

- Minimum 3-4 years of sales experience in education 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 2-wheeler or/and 4-wheeler

Remuneration:

- Annual CTC: Up to 5 lakhs per annum plus a generous sales incentive plan that has a potential of Rs.1 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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