

Job title: Sales Account Manager – Educational Software

Department: Educational Software

Due to significant year on year growth, Premier - a Microsoft Certified Partner for Learning Solutions - is now in a position to strengthen our sales team and we are looking for a high calibre sales professional to be based at our central London Headquarters.

Premier Group has a range of products and services. This Sales Account Manager position is working in the Educational Software area of our business, developing long term partnerships and selling web or application based services to our business to business clients.

Role: Reporting to the Educational Software Sales Director, to find and acquire new business for the Educational Software unit of the group. You will be selling predominantly from Premier's own range of educational and HR software which includes Online CPD, Portfolio Management, Record of In Training Assessment tools, and Content Management Systems.

DUTIES AND RESPONSIBILITIES:

- Develop new business through Cold calling
- Manage and conduct all aspects of the sales cycle - lead generation through to close
- Account Management.
- Meeting and presenting to potential clients
- Achieve quarterly sales targets and business forecasting
- Consulting with clients to offer them relevant support services
- Writing business proposals and quotations of the highest quality
- Identify and develop strategic new business partnerships.
- Recruit and develop clients suitable for our range of other products and services
- Work with presales and marketing support teams.

Who we're looking for:

Critical to the success of any candidate will be self motivation, drive for results, a hands-on approach and the ability to communicate credibly with a middle to senior management audience. **A strong background in “new business” and a solid understanding of Educational or HR software applications is a prerequisite.**

In return we offer competitive remuneration and benefits including unlimited commissions, a friendly working environment in central London and the chance to progress your career with a progressive, privately owned Microsoft Certified company voted into the top 50 IT Training Companies in the UK.

MINIMUM JOB REQUIREMENTS:

Successful candidates will have a minimum of two years relevant business to business (b2b) sales experience combined with a good understanding of Educational Software, the market and potential clients.

The experience and desire to work in a “new business” role is essential to the position.

KNOWLEDGE, SKILLS, AND ABILITIES REQUIRED:

- Fluency in English is required.
- Skill in time management and establishing priorities.
- Ability to foster a cooperative work environment.
- Strong interpersonal skills, flexibility, and customer service orientation.
- Ability to develop, plan, and implement short- and long-range goals.
- Strong verbal and written communication skills and the ability to present information effectively.
- Ability to maintain record keeping (CRM) systems on which full training will be given.

Location : New Premier House

150 Southampton Row

London

WC1B 5AL

Hours : 8.45am – 5.15pm Monday to Friday, and occasionally outside these hours as business dictates.

Salary : £ Negotiable, plus commissions and bonuses.

Contact: Peter Bodley-Scott, Educational Software Sales Director. Tel: 0207 837 2690

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