



Business Development Manager/ School Partnerships Manager

What we do:

The William Clarence Education Group is the UK's leading education advisory & consultancy business for families, education professionals and schools around the world. We have a range of educational interests across the education sector:

[Kampus24](#) is our global B2B software solution, enabling institutions to connect with parents, students, staff and alumni around the world, on demand, in a truly personal, engaging and immersive environment. Our edtech platform is the next personalised school communications tool; giving schools the chance to make their school personal to every prospective parent, staff or alumni; all in house, within minutes.

The Role

Our business is built on the quality and integrity of our people. This is an exceptional opportunity to join an expanding business and brand, be responsible for market leading growth; with significant earnings potential and scope for progression. **We are looking for talented and experienced B2B educational software sales professional.**

With ambitious growth plans our platform is poised for widespread adoption and we are looking for an ambitious, entrepreneurial and tenacious sales professionals to drive our platform to the large UK and international school and university markets.

The Person:

- An accomplished & ambitious sales and relationship based sales person with a proven record of success within a software, recruitment, education or publishing background.
- Hyper focused on growth, new business and results.
- Given the recent pandemic a good telephone manner or strong telesales background is preferable with an ability to conduct F2F meetings when required and attend exhibitions or events.
- Target driven with a reputation for winning new business.
- Meticulous pipeline management with experience of working closely with Marketing to increase the sales funnel and increase the conversion rates at each stage of the funnel
- Ideal but not essential is a transferable commercial network within any area of education: UK state, independent, or international.
- Highly personable with the ability to interact and build relationships with any stakeholder.
- Confident and experienced with online product demonstrations, pitch, pricing and proposal writing.
- Ambitious and entrepreneurial in nature, keen to take responsibility and be accountable for results.

Responsibilities

- Monitor performance of commercial activities using key metrics & prepare reports for senior management.
- Experienced with Hubspot CRM a distinct advantage but not essential.
- Confidently demonstrating the product, preparing pitches & proposals to quickly adapt offering to needs.
- Responsible for building pipeline, prospecting and closing new business.
- Attending conferences and networking.
- Updating sales material and adding to the sales story.

Remuneration

- Attractive basic salary & pension
- Significant quarterly & annual revenue performance bonus

Applications

Please send all covering letters and CV's to Steve@kampus24.com

Closing date

Ongoing