



Education 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:

[William Clarence Consulting](#) is a trusted partner to families and corporations around the world, advising on nursery, school and university applications, along with tutoring and assessment services.

[Virtual School Experience](#) is our brand new global 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 ed-tech platform is the next generation of student recruitment and event technology giving schools the chance to create an individual school experience, 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 an experienced B2B educational software sales professional.

With ambitious growth plans, this is an exceptional opportunity to join an expanding business and brand. Our software solution is poised for widespread adoption and we are looking for an ambitious, entrepreneurial and tenacious sales person to build our presence and take our platform to the large UK and international market.

The Person:

- An accomplished & ambitious sales and relationship based sales person with a proven record of success within education software sales.
- Hyper focused on growth, new business and results.
- Target driven with a reputation of over-delivering and maximising opportunities.
- Meticulous pipeline management with honed sales funnels and metric ratios.
- Demonstrable transferable commercial network within education and understanding of the market.
- Ability and experience to present strategy and think "big picture" on achieving big goals.
- 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 and equity
- Significant quarterly & annual performance bonus

Applications

Please send all covering letters and CV's to support@virtual-schoolexperience.com

Closing date

August 20th 2021