



CASCAID - Education Sales Consultant, UK

Full time, permanent

Who are you?

You are a driven, self-motivated and experienced Sales Consultant who is passionate about delivering tremendous value to clients by thoroughly understanding educator needs and demonstrating how they can make more of an impact on the lives of their students. You are comfortable challenging prospects and solving problems through the identification of distinct value. You have a strong background in selling complex solutions and engaging with stakeholders across multiple levels of target organisations.

Sound exciting to you? Read on!

What you'll do...

- Be responsible for driving revenue growth across your territory
- Own the sales process and handoff to our team of Customer Success Managers
- Network with stakeholders across the education sector in your territory to build relationships with key contacts
- Develop a business development strategy for your territory building on previous experience of strategic selling across the education/public sector
- Actively seek new business opportunities and respond to tender opportunities with the support of senior management and marketing
- Actively manage and report on sales pipeline and forecast revenue
- Meet and exceed sales quota
- Present to potential clients through one to one, large groups and at events

What we're looking for...

- 3 to 5 years experience selling to either the education or public sector
- A sales professional with a passion for business and ambition to lead
- An assertive consultant with a track record of success and proven ability to exceed targets
- Accountability for results and the behaviour that drives results
- Persistence in the face of rejection and uncertainty while remaining committed to prospecting, progressing the sales stage and closing the sale

- A positive attitude and a growth mindset is essential
- Exceptional communication and interpersonal skills

Nice to have...

- Experience in a SaaS-based business
- Experience responding to public sector tenders and knowledge of tender processes

We're CASCAID - come join us!

We are CASCAID (part of Xello), a leading developer of future readiness programs. Our mission is to help anyone, anywhere in the world, create a successful future through self-knowledge, exploration, and planning.

Every day we are our genuine and best selves at work. We are a diverse group of individuals who work hard, laugh often and share in each other's lives. We are an inclusive, equal opportunity employer. Embracing agile practices, an innovative mindset, and keeping our users at the heart of what we do, are just a few of the keys to our success.

You'll be joining a small yet dynamic CASCAID team at an exciting time as we look to further embed our recently launched Xello product in the UK market. This is a really exciting role for someone who wishes to be part of something big!

We offer:

- Competitive salary
- 25 days annual leave (plus Christmas closure and bank holidays)
- Company pension scheme
- Flexible work arrangements that include remote working
- Social activities
- A commitment to continuous learning and growth opportunities - we invest heavily in our people through training and mentoring

Like what you hear? Apply!

Please email your CV and a covering letter to our Talent Team:

talent@cascaid.co.uk or call +44 (0) 1509 226 868 for an informal discussion.