

Internal Business Development Manager – Education Technology

Job Description

Job title:	Internal Business Development Manager – Education Technology
Reporting to:	Sales Office Manager
Location:	Glastonbury, South West England

Terms:	
Working hours:	Mon – Fri, 08:45 – 17:15
Annual leave:	25 days per year (pro rata) plus 8 UK bank holidays
Car allowance:	No
Overtime:	No
Benefits available:	Pension / Health Care / Bonus

The company:	<p>WCBS is a leading supplier of information management systems, with a portfolio of solutions for independent and international schools across Admissions, Administration, Finance, Academic and Alumni. These solutions enable end users to access, organise, manage and share information quickly and accurately. This improves efficiencies and frees up time, which can then be used for establishing more efficient and cost effective practices, concentrating on teaching and learning, and developing plans for success based on accurate data.</p> <p>For more than 30 years WCBS has been a trusted partner of choice for many schools across the UK and worldwide.</p>
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Job role:	<p>This is the perfect role for a candidate with some sales experience, looking to develop their career in proactive business development within an established, industry leading company.</p> <p>Key responsibilities:</p> <ul style="list-style-type: none"> • To represent WCBS in a positive and professional manner to prospective international schools across the world, using proactive communication to identify and nurture prospects, cold calling where appropriate. • To work as a team with international field-based sales consultants to ensure the sales office can meet their sales growth targets through identification, and closing of new business opportunities. • To work closely with the marketing team and field colleagues to establish proactive campaigns and identify prospective clients. • To carry out online overview demonstrations of the core strategic products, outlining the key features, advantages and benefits. • To enhance the collection, storage and distribution of information about prospective and existing customers, and to respond to the market, software changes, and competitor pressure. • Attending conferences, user group events exhibitions and other events where required. • Ensure Leads are kept fully up-to-date on CRM with core information, next actions and dates. <p>The above is not an exhaustive list of duties and you will be expected to perform different tasks as necessitated by your changing role within the company.</p>
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Key requirements:	<ul style="list-style-type: none"> • An excellent team member and motivator who thrives on working closely with a team to meet targets. • A natural communicator with excellent written, spoken (incl. telephone and face to face) manner and exceptional attention to detail. • Excellent commercial acumen with the ability to understand and demonstrate strategic products features, advantages and benefits to users and senior managers. • Well organised, disciplined and self-motivated. • An appreciation of the value of information and good record keeping. • Ability to understand requirements of a close-knit specialist/niche market and the need for a long-term, highly ethical approach within such a market. • Ideally working from our office in Glastonbury.
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