

Sales Consultant – Apprenticeship Sector

Working hours: Monday - Friday 9am-5pm, Full-time

Location: Flexible, can work remotely

Salary: £30k+ plus unlimited commission

Do you have experience in the Childcare or Early Years sectors, or are you a motivated and experienced sales person?

We are looking for a positive, knowledgeable and charismatic individual who can communicate the benefits of apprenticeship qualifications to employers (B2B) and directly to potential learners (B2C). Resilience and a motivation to succeed will be key attributes required.

You will be joining a small, friendly team of professionals in an environment where collaboration is encouraged. You will have the freedom to share ideas and feel part of the wider delivery and operations teams.

Experience

The Sales Consultant will be to provide critical sales and business development opportunities to support the growth of the Company.

- Ideally some experience in sales or childcare knowledge
- Good level of education including Maths, English and strong IT skills are essential for this role.
- Be a self-starter who is able to work on their own or as part of a team
- Be a lively and enthusiastic individual who is success driven
- Have excellent planning skills, presentation and public speaking skills
- Ability to work towards targets
- A professional and confident telephone manner
- Ability to negotiate and close deals
- An assertive approach to business development and sales alike
- Ability to work in a fast paced, busy environment

Main Tasks and Responsibilities:

- Use warm lead data to identify potential employers/business areas
- Arrange and conduct telesales and in-person / virtual meetings
- Conduct good quality and professional approaches to target employers
- Maintain accurate records of activity and follow-up actions
- Identify key potential clients to develop new business
- Maintain excellent customer service and account management support to existing employers
- Collaborate with marketing team to identify best ways to target potential customers.

Learn Plus Us is a trading name of Simply One Stop Ltd

VAT No: 680814328 | Company Registration No: 4684239 | Sterling House, 97 Lichfield Street, Tamworth, England, B79 7QF

Rewards, benefits & incentives:

- A generous basic salary with unlimited commission earning potential (average commission brings salary up to £45K)
- Ongoing professional development
- Work alongside a friendly team of professionals
- Generous annual leave entitlement – 5 weeks plus bank holidays and your birthday off!
- Work from home / flexible working

Who we are: Learn Plus Us have been established for over 10 years, offering apprenticeships and qualifications for adults up to Level 5.

Salary: From £30,000.00 per year

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