

ADVERT ID 96228 *

General

The Educational Company of Ireland

Interested candidates should forward their CV with an application letter, before 30th November to: Alan Wright, Sales Manager, The Educational Company of Ireland, Ballymount Road, Walkinstown, Dublin 12. E-mail: awright@edco.ie

MAIN DETAILS

Status:	Deactivated
Level:	Other Education
Date Posted:	Thu Nov 16 2017
Application Closing Date:	Thu Nov 30 2017
Commencement Date:	Mon Jan 8 2018
Status of Post:	Permanent
Number of Vacancies:	1

POST DETAILS

Title:

Primary Educational Sales Representative

Description:

If so, The Educational Company of Ireland (Edco), Ireland's leading educational Publisher for over 100 years, wishes to recruit a new Primary Sales Representative to its team. Reporting to the Sales Manager this exciting position involves selling and promoting the company's highly successful print, digital and e-learning range of publications and resources to Primary schools.

We are looking for a well organised self-starter, with a positive outlook, good people skills and ideally with a Primary School Teaching qualification.

The ideal candidate should also be able to demonstrate a high level of skill in the areas of communication, relationship building, organisation, presentation, time management and achieving targets.

Key Skills/Experience:

- Energy, drive and ambition, with the ability to handle challenges and drive to succeed
- Excellent communication, presentation and interpersonal/ relationship building skills
- Knowledge of technology and ICT including the basics of Microsoft Word, Excel, Outlook, and PowerPoint
- The ability to work as an individual and as part of a highly successful team
- Be able to demonstrate a flair for sales negotiation skills and results
- Full, clean driving licence
- Genuinely interested in a sales career
- Commercially driven by sales success

Key Duties and Responsibilities

- Visit, educate and assist customers by helping them understand the benefits and value proposition of our products
- Take responsibility for a sales territory, maintenance of accounts, and related administration
- Build and maintain relationships with school principals, teachers and key decision makers
- Achieve and exceed set sales targets
- Increase business with existing schools and grow product adoptions and market share in new schools
- Regular analysis of current market conditions and competitor information
- Develop and maintain a good knowledge and understanding of curriculum requirements
- Participation required at exhibitions, promotional events, conferences and meetings which may be held on weekends and/or weekday evenings

APPLICATION REQUIREMENTS

- Letter of Application

Applications may be submitted by

- Email
- Post

APPLY TO THIS JOB VACANCY

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Alan Wright, Sales Manager,
The Educational Company of Ireland, Ballymount Road, Walkinstown, Dublin 12.
E-mail: awright@edco.ie

County: Dublin

Email Address: awright@edco.ie

Phone:

Website:

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