



Business Development Executive – Term Time

Vacancy Details...

We are looking to hire three exceptional individuals who have enthusiasm, confidence and the perfect blend of pitching and communication skills to join our expanding sales team.

Positions available for a start date at the beginning of the new academic year in September 2020, applications open NOW.

The successful candidates will be able to demonstrate the ability to learn quickly and communicate information clearly and effectively.

As one of our team of Business Development Executives, you will introduce our unified media platform Planet eStream to schools, colleges and universities both in the UK and globally. You will be tasked with generating an interest in our product and booking good quality demonstration opportunities for our product specialists. You will work directly for one of our team of dedicated Business Development Managers within a specific educational sector.

We are looking for excellent verbal and written communicators who can influence key stakeholders at all levels. This role would be perfect for candidates with experience in telemarketing, particularly within the education sector.

Full product training will be provided along with ongoing professional development.

Base is West Yorkshire.

The Role...

Specific Responsibilities

- Make a high volume of calls to educational organisations from a designated target sector and speak with Directors or Heads of ICT, Digital Strategy, Learning Resources/Library, Marketing and Communications and other key contacts to pitch our product, articulating the key features and educational benefits of Planet eStream and generate attention and engagement building interest with the purpose of booking web or face to face demonstrations for our Senior Product Specialists to host.
- Deliver the approach, strategy and selling points communicated by our sales and marketing teams and apply the use of marketing collateral and other sales tool assets at your disposal in a relevant and effective manner.
- Develop new opportunities by using consultative emails to provide a brief introduction of the proposition.

Skills and Competencies

- Experience of telesales - any IT based sales experience would be useful
- Ability to learn about the product and services
- A team player who flourishes within a busy and vibrant team
- Results driven
- Great IT skills – CRM software and Microsoft Packages
- Exceptional communication skills – written and verbal

Salary Information

Hours 9am – 3pm, based on working 38 weeks per year (Term Time)

Salary £12,420 Plus Bonus

Please note that the salary is based on the above hours, term time dates can be agreed based on the school calendar year.

Company Pension and Free Parking

About Planet eStream...

Planet eStream is a Unified Media Platform enabling educational organisations to create their own secure library for their digital assets. The platform provides access to broadcast TV and radio content, lesson and lecture capture, live streaming, image management and professional digital signage, plus integrations with Moodle, Canvas, Blackboard and Brightspace platforms. Please visit our website www.planetestream.co.uk for more details.

Application Procedure

If you feel that you have the skills, we are looking for to strengthen our team we would love to hear from you, so apply now!

Please apply in writing via email or post with a covering letter detailing what interests you in our position, why you feel you are the right candidate and include a full current CV. Please note that we will only review applications that are submitted with a covering letter, this element is of great importance to us in identifying the perfect candidates. We tend to receive a large amount of applications for new positions and will only get in contact if you are successful in reaching the next stage.

We are looking to recruit for these positions as soon as possible with a starting date of September 2020!

Postal Address

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