

Employability.Life	
Job title: Manager- Educational Sales	
Department: Business	
Reports to: Director- Academic Partnership Engagement	
<input type="checkbox"/> Full-time	<input type="checkbox"/> Exempt
<input type="checkbox"/> Part-time	<input type="checkbox"/> Nonexempt
<p>About the Company:</p> <p>Employability.life was designed for the purpose of providing a global employability service under career development training, micro-credential projects, and mentoring support. The objective of the organisation is to focus on education-to-employment transitions, and support in building talent for Industry 4.0 careers. This is inspired by Prime Minister’s approach to build a digital skilling ecosystem and provide resources that are in sync with the industry demand. Employability.Life is the Indian subsidiary of DCw. Digital Commonwealth (DCw) is a university on the frontlines of the intersections between business and technology. DCw works to ensure that digital possibilities for our students are better understood and more accessible to everyone. The focus is to offer educational courses and to train digital economy professionals. DCw is a part of ATMC Education Group which is a multinational higher education conglomerate (established 20 years back) centered around international study, with a focus on employability — especially within the IT and digital sectors. Our mission is to unlock global education & work opportunities and make sure that our students are ready for an ever-changing workforce.</p> <p>Job Description</p> <p>Builds long term, strategic relationships with business alliance partners. Facilitate the development of strategic marketing and new business plans for all assigned partners to meet or exceed assigned business goals. Work with appointed Partners to identify opportunities and create demand through lead generation activities and target account selling strategies. Actively track sales pipeline and meet or exceed assigned revenue targets. Monitor partners business results, making recommendations for improvements</p>	

to increase penetration for the strategic partners. This is a revenue based, target-based role.

Essential Duties and Responsibilities:

- Achieving it's overall goals with specific measurements around revenue, coverage, and product mix with the highest levels of integrity.
- Demonstrate sound business acumen in the development of partner business which resonates with Emp.life policy in working with partners.
- Build financially sound, executable, revenue-driven partner business plans that are documented and agree on conditions of satisfaction with managed partners in assigned territory.
- Conduct Sales forecasts, planning, demand generation and trend analysis
- Should be open to travel in the assigned territory for meeting sales objectives

Work Experience

- Typically, 5+ years of relevant experience, prior knowledge of higher education/vocational/professional coaching sector will be preferred
- Strong experience in driving go-to-market strategy/activities at scale
- Strategic Sales Planning & Implementation - Orchestrate the development of strategic initiatives to advance market share/penetration and achieve profitable growth
- Competitive Positioning/Strategy – Use competitive intelligence in account planning and sales activities to develop counter strategies
- Problem Solving – Approach problems in a rational manner using sound strategies that ensure comprehensive understanding and effective resolution
- Excellent verbal communication skills - Able to communicate effectively across multiple levels

Education Experience

Minimum graduation in any background. MBA in Sales and Marketing will be preferred

Location

Mumbai, Chennai, Hyderabad