



Job Description

As a Camden **Higher Education Sales Representative**, you will become part of one of the nation's most successful online higher-education institutions. In this role you are responsible for creating effective and innovative sales solutions that address the issues and challenges facing individuals and enterprises, to remain relevant and marketable in today's highly competitive job market. CCC's mission is to unlock the potential of every learner and every employee.

You will use your critical thinking and communicative skills to identify the educational needs of business prospects and guide them toward Camden University, which offers self-paced, online, higher-education to emerging and seasoned professionals. Camden University's learning platform reaches students through practically-applied content, which fuels them to become the next generation of innovators.

Additionally, you will have the opportunity to use your Business to Business (B2B) skills by identifying the educational needs of business prospects and guiding them toward Camden Curriculum Company (CCC) which extends its customizable curriculum platform to help them meet the continuing education needs of their employees. As an EdTech leader, CCC instantaneously delivers businesses web-based curriculum in areas such as Safety, Human Resources, Sales, Customer Services, Communication, Managerial Leadership, MS Office requirements and more

This position combines a self-managed opportunity with the support, resources, and prestige of a leading higher-education organization. Time and pipeline management, along with a strong internal drive to achieve results, is critical as this individual will primarily be working remotely and independently.

Your Contribution to The Team

- Growing the footprint by maximizing the individual and enterprise sales of higher education solutions.
- Building strong relationships with social networks, businesses, private schools, faith-based communities, faculty, and administrators - becoming their trusted educational resource.
- Work with Camden marketing departments to leverage products and develop new sales tools.
- Delivering sales presentations to individuals, small groups and enterprises.
- Working with Camden Sales Directors to ensure alignment with sales strategy.

Desired Skills & Experience

The successful candidate will have the following qualifications:

- A strong interest in education-technology and academia is a must.

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- Previous sales experience is preferred, but not required, as Camden may offer on-site training for enthusiastic candidates.
- Strong verbal and written communication skills with the ability to communicate with all levels internally and externally.
- Computer skills to include of Windows, PowerPoint, and Excel.
- Current knowledge about Camden’s technologies, the educational industry, and factors influencing the market environment.
- Excellent organizational and follow up skills.
- The ability to deliver technical presentations to prospects when necessary.
- Works with other representatives and management to promote marketing efforts including, but not limited to, the hosting of events to drive customer engagement. at the individual and business level.
- Understands the capabilities of competitors and can effectively adapt, differentiate and articulate Camden’s value proposition for different customer situations to achieve market share growth.
- This is a performance tier-based pay structure.

To apply go visit: <https://jobapps.hrdirectapps.com/applicantform/36535/0>

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