

## Territory Manager ( Jabalpur, Nagpur, Amaravati, Nasik, Raipur, Kolhapur)

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As a Territory Manager you will be making strategy and business plan for sales growth in the Territory and Zone work, to implement it at the ground level in sales generation, client acquisition, handling customer accounts , close sales cycles and handle stakeholders.

### Roles and Responsibilities

- Setting goals and developing plans for business and revenue growth
- Researching, planning, and implementing new target market initiatives
- Researching prospective accounts in target markets
- Understanding of K-12 ed-tech domain.
- Pursuing leads and moving them through the sales cycle
- Organize business promotional activities and do market research to evaluate market trends and competitor activities.
- Skilled in organizing business events including media planning and advertising.
- Organizing School Presentations, Workshops for interactive discussions with the students for their career growth.
- Developing quotes and proposals for prospective clients
- Setting goals for the business development team and developing strategies to meet those goals
- Drive new revenue taking charge of the full sales cycle: prospect, make introductory calls, qualify, and close strategic and profitable deals.
- Manage client discovery and establish first connect.
- Physically meet the customer and give them a demo of our product.
- Close Sales deals with Schools.
- Maintain follow-ups over calls to keep building the sales pipeline.
- Proactively identifying new leads and converting them through high quality sales pitches.
- Be able to connect with Potential Customers and influence them to pitch the NLs proposition.
- Travel across the region to drive penetration even in remote areas.
- Maintain healthy relationships with clients.

### Desired Candidate Profile

- Having at least 1-3 years' experience in Education, Edtech Industry and B2B
- Experience in startups will be fast tracked.
- Individual Contributor - Delivering consistent result and creating collaborative relationships People Leader Developing talent and engaging associates.
- Very polished and good communication skills.
- Street-smart attitude, highly motivated candidate.
- Strong ownership attitude. You should be able to take responsibility for the role.
- Proven track record of meeting sales targets
- Strong Strategic skills
- Graduation / Industry Education/ Edtech Industry

## **Salary Range:**

Industry standard

## **About Schoolnet Group**

We are leading EdTech service provider to the K12 segment and offer a wide range of outcome-focused innovative solutions that bring quality learning within everyone's reach.

Together with our partners and subsidiaries, we envision, create, and implement solutions spanning education, employability, and employment. In the last 25 years, we have empowered 25 millions of students, teachers, and youth in India and outside with life-improving capabilities.

We provide synchronized In-School and After-School digital solutions to K-12 schools, as well as students, in the Middle and Bottom of the Pyramid (MBOP). Through our subsidiary Learnnet Skills, we offer skills training programmes for inclusive growth for students in school, unemployed youth, trainers, and the existing workforce leading to employability, employment and/or productivity enhancement.