

Junior Sales Associate

Description

Edurio is a Riga based start-up that takes student, family and teacher feedback and makes it an accessible, meaningful and reliable source of data in education quality monitoring. We provide research-backed framework and enable easy survey collection to deliver simple, comparable data visualisations that quickly translate complex data into valuable insights. Our focus is on non-academic indicators such as school culture and climate, student and staff perception, stakeholder engagement, etc.

Our goal is to get every school and education agency in the world to use feedback regularly to help improve the quality of education globally. We are looking for a versatile team member with a commercial background to help us implement a scalable business model across our product portfolio.

You will work across business development, sales and strategy on a number of internal and external projects that will include customer research, sales outreach, partner negotiations, relationship management and business analysis.

Responsibilities

- Carrying out market research and competitor analyses to coin market entry strategies and identify local partners, recommending commercial arrangements
- Reaching out to prospects, managing outbound calls to uncover qualified sales opportunities
- Doing product demos, representing Edurio in conferences and other events
- Identifying prospect's needs and goals to determine solution
- Assisting Edurio's BD team and mentors to develop a commercial strategy for our product portfolio – assessing various business models and facilitating the team's work on deciding the best for achieving scale and impact
- Assisting the BD team with the work on tenders and applications

What we're looking for

- Confidence in working and negotiating with customers and partners
- Excellent communication and presentation skills
- Excellent command of English
- Ideally previous experience in sales
- Passion for education quality and ideally previous experience in education (on the receiving end doesn't count)
- Creative approach to getting past obstacles and enviable persistence

If this is the right thing for you, contact edurio@edurio.com or liene.putnina@edurio.com for more information!