

## Agent Sales - Sales Manager - Argentina-Chile

### **Purpose**

In line with Eurocentres commercial strategy, we are looking to appoint experienced, and result-driven individuals to be our Sales Manager for Argentina-Chile. The primary focus of the role is to drive and achieve Eurocentres' agent sales strategy/revenues for the region constantly searching and delivering new business opportunities.

Develop and deliver a comprehensive sales plan and strategy for the assigned region. The post holder will lead business negotiations, maintain and manage the relationship with current agents, groups, educational institutions, corporations, governments, etc and continue to develop further business with them. The post holder will be target and results driven, self-motivated and highly committed to providing professional services to internal and external stakeholders. This person is a good collaborator and brand ambassador. Our Head Office is in London but it is not a requirement for you to be office based - you go where your customers are! We provide a competitive salary (according to experience), performance-based bonus and personal development opportunities.

### **Responsibilities**

- Meet or exceed quarterly/yearly bookings targets while delivering consistent and reliable forecasting
- Develop and deliver a comprehensive sales plan and strategy for the assigned region
- Managing in-country teams
- Accelerate new customer acquisition and upsell growth in existing accounts, while maintaining an accurate sales pipeline
- Work closely with agents, groups, institutions, corporations, governments, etc. to reach targets
- Manage pricing discussions and contract negotiations
- Develop long-term strategic relationships with key agents
- Responsible to develop sales plans, targets, forecasts, budget, complete and accurate on-going maintenance of pipeline, accounts, forecasts, proposals and account activity
- Adhere to own and overall Eurocentres budget

### **Qualifications, Skills/Competencies**

Industry experience in a similar company/school and an established network of agents in Argentina-Chile.

At least 5 years sales experience, in either Argentina-Chile.

Advanced spoken and written levels of 1-2 languages related to designation region, as well as fluent English (spoken and written)

Knowledge about education systems/language systems/teacher training/corporate education/digital/agent sales

Ability to identify and develop new business opportunities and to 'close the deal'

Ability to cope with competing demands -multitasking- and to prioritise tasks

Strong communication skills in all forms including written, oral, email, telephone, and presentation

Capable of hands-on problem-solving, with the ability to generate innovative ideas and solutions and pay close attention to detail

Good organisational, project management, research and data analysis skills and the ability to work on own initiative and in a timely manner.

Strong negotiating skills and the ability to influence others.

Good performance and people management skills

Strong agent management and relationship building skills

Good IT skills including proficiency in using Microsoft and G Suite

Strong target driven and result focused.

Highly commercially and sales minded, customer oriented, innovative, inspiring, dynamic and confident

Flexible, Self-motivated and resourceful

Committed to the provision of high quality, professional service

Extensive travel and sometimes work outside normal office hours

Attend industry related conferences, exhibitions, workshops and events

The post holder may be asked to undertake different or additional duties in line with business requirements at the request of their line manager.

There is an expectation that all employees will maintain the values of Eurocentres and will comply with the code of conduct as well as equality, diversity and inclusion, health and safety and safeguarding policies.

**Experience – to base our interview questions on**

Demonstrable experience and track record of success in developing/nurturing new business/sales opportunities to generate revenues

Working with agents

Experience of establishing and managing agent relationships with internal stakeholders in a complex organisation structure.

Substantial experience in Argentina-Chile

Experience of having business negotiations and closing contractual deals.

Experience in international or transnational education at HE/LE sector