

Title	Educational Consultant
Division	EdUK Schools
Location	Home based, covering Hammersmith & Fulham, Kensington, Lambeth, Lewisham, Merton, Southwark, Wandsworth, Westminster
Reports to	Southern Team Regional Manager
About us	<p>Oxford University Press is a department of the University of Oxford, which furthers the University's objective of excellence in research, scholarship, and education by publishing worldwide.</p> <p>The Education Division provides print and digital resources across Secondary, Primary and Trade and Children's markets, both for the UK and for customers around the world. We are passionately committed to our mission to educate and inspire through book, board and screen.</p>
Purpose	<p>Our mission is to partner with schools to offer bespoke integrated blended service through a collaborative, consultative sales approach, enabling us to support our customers with the right selection of products and services that will enhance teaching and learning.</p> <p>The Field Sales Representative has a key role in driving retention and growth in their area of responsibility by offering practical solutions to teachers in line with their curriculum needs through our range of products and resources. They will work collaboratively across our digital, internal and partnership teams to put the customer at the centre and drive opportunities across single schools, MATs, partnerships and networks</p>
Contract	<p>Permanent, Full-Time, Term-Time only (195 days per year) Company Car Oxford University Press offers a full range of supporting benefits</p>

Main accountabilities
<p>Delivery of Business Objectives</p> <ul style="list-style-type: none"> ● Drive the product to service agenda through a robust account management strategy in their area of responsibility ● Engage with our digital acquisition and retention strategy ● Help to embed IMPACT with our customers with a pedagogical approach to putting 'learners at the heart of what we do' ● Collaborate and communicate with internal, digital and partnership teams to deliver a consistent national sales plan in line with business objectives and KPIs. ● Take ownership of termly and annual sales targets to ensure delivery against plan ●
<p>Reporting</p> <ul style="list-style-type: none"> ● Feedback constructive intelligence from the market into the business ● Actively uses CRM to strategically plan and focus activity in addition to maintaining an accurate record of pipeline and activity with schools

- Lead generation across teams to support our account management strategy
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Essential skills and experience

- Competent in using a CRM system to support and record sales activity
- Strong verbal, written and presentation skills
- Understand the technology context in schools around selling of digital products and services
- Experience of analysing economic factors and trends to inform sales driven activity
- Competent in the use of various platforms to promote innovative working and increase productivity
- Ability to think creatively, independently and flexibly
- Highly motivated and performance driven with strong commercial awareness

Desirable skills and experience

- Demonstrate a knowledge of curriculum reform and educational policy and can clearly articulate potential impacts on our customers
- Updated on government and wider key stakeholder positioning on teaching and learning and structural shifts such as MATS, Hubs, Clusters and Consortia

Role Qualifications

Personal Attributes and Development

- Is energetic, self-motivated, tenacious and determined
- Results oriented and able to follow opportunities through to conclusion
- Is adaptable to new and changing circumstances and situations
- Demonstrate the OUP Qualities evolved from the heart of OUP, including being curious and inquisitive, open to challenges and opportunities, developing themselves in order to continually improve, be passionate about making a positive impact, be resilient, able to flourish in a team environment, be respectful of others and their differences.

Essential

- Strong verbal, written and presentation skills
- Understands the technology context in schools around selling of digital products and services
- Experience of analysing economic factors and trends to inform sales driven activity
- Competent in using activity reports and dashboards to monitor and drive personal performance in line with sales KPIs and targets
- Competent in the use of various platforms to promote innovative working and increase productivity
- Ability to think creatively, independently and flexibly
- Highly motivated and performance driven with strong commercial awareness
- Mobile and able to travel frequently within area and to other meetings/events as required
- Able to work flexibly around school requirements and availability, such as delivering presentations at after school events
- Work collaboratively and flexibly with other members of the team to maintain service standards that deliver against KPIs and put the customer at the centre
- Participate in developing new and innovative ideas for campaigns, workflows and messaging to improve personal and team performance

Desirable

- Experience of championing a shift to a blended service offer to meet the needs of schools, Multi-Academy Trusts and other educational partners
- Experience across qualifications and educational resources
- Business development skills with key decision makers in schools, academies and other educational stakeholders

