



## Senior Higher Education Sales Manager

**ITSI (Pty) Ltd** is currently seeking a highly motivated and self-driven individual to build the ITSI customer base in the higher education markets in South Africa.

### **ABOUT ITSI**

ITSI offers a unique, patented, and scalable e-learning solution that allows schools and other educational institutions to improve their daily engagement with students and build on their digital skills while keeping the educator at the heart of education. ITSI's focus is on enhancing education. From being the first mover in the South African market, ITSI has become the market leader by expanding to over 180 public and private schools, with more than 74,000 full-time users. ITSI is now expanding its higher education client base to bring the benefits of this unique e-learning solution to an even wider audience.

For more information on ITSI and ITSI's platform please visit [www.it.si](http://www.it.si).

### **POSITION: SENIOR HIGHER EDUCATION SALES MANAGER (HESM)**

The HESM will be responsible for driving all ITSI sales activities in the higher education channel in South Africa. To do this successfully, the HESM needs to identify the client organisations, establish and build relationships with customers, and manage the complex sales cycle end-to-end. The ideal candidate possesses excellent verbal communication and interpersonal skills, and can drive the business through analytical insights. HESM will work closely with the ITSI Head Office Sales, Marketing and Customer Support teams.

The position is located in Pretoria. The role will require frequent domestic travel.

### **Key Responsibilities**

- Research the wide variety of HE organisations to find new customers and identify who makes the decisions.
- Run the sales process through all phases of the sales cycle, through initial contact to high level presentations, closing and post-sales.
- Initiate new business leads by establishing relationships in the higher education environment, educating different parties on e-learning and the ITSI product offering, and finding new channels to connect with customers.
- Manage sales support at different stages of the sales process by setting priorities, understanding the potential roadblocks, and listening to customer concerns.
- Adjust and create high quality sales documentation, including proposal documents, contracts, presentations, and demos.
- Deliver against annual targets in the area in e.g. sales and customer satisfaction.
- Keep management informed by collecting, analysing, and summarising pipeline and customer information.
- Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, and establishing personal networks.
- Recommend changes in products, service, and policy by evaluating results and competitive developments.

## **Required Experience**

- A graduate degree.
- 5+ years of sales experience required from industries with complex sales cycle (e.g. total solution sales) with a strong emphasis on closing.
- Wide-range technical understanding, especially with regards to e-learning (e.g. high density Wi-Fi networks, Internet, Firewalls, IP addresses and servers, blended learning, flipped classrooms, mobile devices).
- Self-starter with a passion to independently drive sales.
- Track record in influencing senior level people and groups.
- Ability to develop close and lasting customer relationships, to listen and adjust your proposals to the customer's needs.
- Great communication skills, ranging from presentation skills to 1:1 sales meetings.
- Willingness to be hands-on in the business and dive deep into details.
- Demonstrated leadership skills, including people development and coaching.
- Motivation to continuously learn and expand your knowledge in all topics regarding e-learning, the education environment and technical innovation.

## **Preferred experience**

- Experience within the higher education sector, an e-learning environment is preferable.

If you are interested in this position, please e-mail your CV with the subject line "Senior Higher Education Sales Manager" to [jobs@it.si](mailto:jobs@it.si). Closing date: 28 February 2017.