



The Paperwork Group Pty Ltd

Role Description

Sales Consultant Outline

PWG is an innovative Australian education technology start up. Our ParentPaperwork online forms platform replaces paper forms in K-12 schools and moves them to a software-as-a-service cloud. We have customers in seven countries and growing. Our office overlooks St Kilda Junction in Melbourne, close to both tram and train. It's a tiny team but we don't bite, and this is a great opportunity to get in on the ground floor of a business that's making school administrator's lives better, saving schools money and helping the environment. You can read more at <http://www.parentpaperwork.com>.

Role

Promote and sell ParentPaperwork's innovative cloud-based forms solution to K-12 schools.

- Work with the team to devise campaigns to generate new leads
- Secure online presentation and demonstration appointments with leads
- Maintain progress records in our Zoho CRM
- Actively move leads through the pipeline by ensuring scheduled follow ups
- Communicate with leads and potential customers via phone and email
- Establish sales clear targets - and meet them
- Contribute to ongoing account management and support for our existing schools - we want our customers to be insanely successful and you can help achieve that

Requirements

- 3 years experience in sales, especially technology-based products and preferably in the K-12 education space
- High degree of competence with online CRM such as Salesforce or Zoho
- Strong IT literacy - software-as-a-service, Google Apps etc
- Terrific and personable communication skills written and on the phone. Apostrophes matter to us.
- Understanding of, or involvement in, the K-12 education world in a sales role
- Great attention to detail, task follow up and data reporting and analysis. We leave no lead behind.

Benefits

- Permanent full time role with base salary and generous commission plus allowances
- Opportunity to make a real difference in an innovative startup environment

Interested?

Send a response to the above requirements and your LinkedIn URL to david@parentpaperwork.com. You can call David Eedle on 0419 876 942 if you'd like to discuss the role.

No Recruiters Please