

Business Development Manager, California

ABOUT US

Established in 1995, ORIGO Education is an award winning, internationally recognised leader in Maths Education for the K – Year 6 age groups. With the vision of making learning mathematics meaningful, enjoyable and accessible for all, ORIGO leads the industry by providing award-winning, innovative resources for school teachers and students.

With our Head Office based in Brendale, north of Brisbane, and representatives throughout Australia, Canada and the USA, ORIGO is committed to being the premier source of inspiration for mathematics teachers globally.

THE OPPORTUNITY

We are looking for an exceptional sales professional to join the US Business Development team to prepare and position ORIGO for success in the lead up to our adoption campaign in California. Reporting to the Director of Business Development, this role will focus on developing and building sustainable revenue streams, as well as:

- Develops district contacts and cultivate relationships at all levels that enhances ORIGO's position and growth within the region.
- Continuously identify new opportunities to establish and grow brand awareness of ORIGO Education Inc.
- Identifying customer needs, proposing and presenting solutions and building relationships with key decision makers.
- Leveraging key ORIGO stakeholders to support relationship outputs, such as CEO lead presentations to district decision makers and key personnel.
- Proactively identifying opportunities to improve ORIGO's sales outcomes.

WHAT YOU WILL BRING

To be successful in this role, you will be an experienced business development manager who has grown territories in the education arena within California, who can lead from the front with a positive 'can do' attitude as well as:

- Bachelor's degree in in Education, Business, Marketing or equivalent combination of education and experience.
- Demonstrated experience (10+ years' experience) direct sales experience, with experience in the California education sector and previous CA adoption experience being highly sought after.
- Proven ability to identify and develop new business opportunities in a Greenfield sales environment.
- Previous experience within the California adoption process and proven success in managing and growing account business.
- Self-disciplined and independently driven with the ability to work effectively in a team environment with shared goals.
- Excellent communication skills, both written and oral, with Spanish as a first or second language being highly regarded.

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Cultural fit and attitude are also highly important to this team, so having a passion for the work you create, and the ability to understand and work within our Visions, Mission and Values is tantamount to your success in this role.

If this sounds like you and you are interested in in talking further about the role, please Jeff Whorley, Director of Business Development or Helen Tame, HR Manager.