



## **Business Development Specialist, New Jersey/ Pennsylvania**

We are currently looking for an enthusiastic and highly motivated business development specialist to join our Business Development team.

Ideally based in New Jersey, but looking after clients in both New Jersey and Pennsylvania, you will directly report to the Director of Business Development. The primary focus will be supporting the organization's long-term strategic goals by identifying and driving sustainable revenue streams through the provision of superior customer service to new and existing markets. While no two days will be the same, some of the key responsibilities of the role will include, but not be limited to:

- Developing growth strategies and plans and prospecting for new markets, interacting with the teaching profession, key stakeholders and decision makers to develop long-term relationships, as well as broadening current relationships;
- Researching prospects, cold calling potential customers, and responding to incoming leads to increase your client base;
- Supporting customer implementations to ensure customers are using resources that align with our education focus as well as our Mission, Vision and Values;
- Exceeding revenue targets across all product segments within your own territory by the persistent pursuit of customer satisfaction, growth, and loyalty;
- Implementing current marketing, sales, and service strategies within business expectations;
- Providing accurate forecasting and budgeting processes through consistent monitoring and evaluation;
- Leveraging our product strengths and attributes to form a unique selling proposition to deliver value to customers and students.

### **WHAT YOU WILL BRING**

To be successful in this role, you will be passionate about building on your already established sales career and working with a vibrant team committed to the growth and success of the business and our clients. You will also have:

- Demonstrated direct sales experience (5+ years), with experience in the education sector being highly regarded;
- Demonstrated track record of achievement in elementary school teaching, sales, or business relationship management;
- Proven ability to identify and develop new business opportunities, up-to-date market trends, and competitor activity;
- Ability and confidence to present to various stakeholders including teachers, administrators, business partners and through conference presentations;
- Demonstrated experience using Salesforce and Customer Relationship Management (CRM) software;
- Excellent communication skills, both written and oral;
- Exceptional time management and organizational skills, with a proven capacity to set and meet deadlines;
- The ability to work autonomously and travel regularly to support your territory.

Culture fit and attitude are also highly important to this team so a passion for the work you do, an interest in math's education, and the ability to understand and work within our Visions, Mission and Values is paramount to your success in this role.

If this sounds like you and you are interested in becoming part of ORIGO Education's US business development team, please direct your enquiries to Jeff Whorley, Director of Business Development on [j\\_whorley@origomath.com](mailto:j_whorley@origomath.com).