

## **International Sales Manager**

Teen Tips is a leading provider of mental health and wellbeing support and training in schools. Our main product, The Wellbeing Hub, is an online membership platform and is well established in the UK. We are seeking an experienced International Sales Manager, with knowledge of the education sector, to expand and drive growth overseas, ensuring more schools and young people worldwide have access to our wellbeing solutions. More details about the business can be found at [www.teentips.co.uk](http://www.teentips.co.uk)

### **The Position:**

We are looking for someone who shares our passion for positively impacting the mental health and wellbeing of young people. This position is for someone with a proven track record of opening new markets overseas, meeting and surpassing ambitious sales targets and developing strong client relationships. A driven salesperson, with excellent communication and organisation skills, highly efficient and able to prioritise effectively and maintain a high level of confidentiality. In addition, you should be IT literate, self-motivated and be prepared to go the extra mile.

### **Key Responsibilities will include, but not be limited to:-**

- Developing a comprehensive sales strategy for overseas growth based on research and knowledge to prioritise key target markets.
- Driving international sales growth, achieving revenue targets.
- Building, developing and maintaining strong relationships with international schools & school groups.
- Developing good relationships with trade bodies, government agencies, international organisations and strategic partners to facilitate access to new territories.
- Delivering tailored presentations and demonstrations of the platform.
- Negotiating contracts and agreements with new clients.
- Onboarding new clients ensuring strong engagement.
- Building strong relationships with all new clients to maximise retention and renewal rates.
- Working closely with the UK team, the account managers and the Head of Business Development & Marketing to align messaging and build brand awareness globally.
- Gathering feedback to help the content team continually improve our offering, ensuring it is always culturally sensitive.
- Attending relevant conferences, exhibitions and trade shows both in the UK and overseas to generate leads and build client relationships.
- Always representing the Company with professionalism and upholding the Company's core values and desire to positively impact as many young lives as possible.

**Job Type:**

Full-time: Flexible, full-time/part-time depending on circumstances. Hours of work will be flexible to allow for communication with overseas markets. Some weekends when travelling or attending events.

**Salary:**

Commensurate with experience.

**Benefits:**

- Generous, open-ended commission structure
- Private Health Care
- Flexible working
- Company Events
- Company Pension
- Sick Pay

**Location:**

- Teen Tips office is based in Lewes, East Sussex. The role could be based remotely with regular days spent in Lewes, tba.

**Qualifications, Skills & Experience:**

- A-levels (or equivalent) and bachelor's degree in a related field.
- 2 years + experience in international sales, in either Education, Edtech or Wellbeing sectors.
- Proficient in CRM systems (Salesforce) and Microsoft 365.
- Proven track record of achieving and exceeding sales targets.
- Recent experience of working in a number of international markets, preferably including the Middle East.
- Excellent communication, presentation, negotiation and interpersonal skills.
- Experience of working on a membership/subscription platform is an advantage.
- Clean driving license and willingness to travel occasionally within the UK and internationally.