

CENTURY Tech - International Schools Manager

Reports to: Sales Director

Location: Remote (temporarily), London (post-Covid) + frequent overseas travel post-Covid

Contract: Permanent

Salary: £40,000 base + commission

Overview

Do you want to join one of the fastest-growing AI scale-ups in the world?

At CENTURY Tech, we use AI, neuroscience and learning science to create the world's most advanced learning technologies. Our tools personalise learning to every student and empower teachers and organisations with rich data insights. We work with leading schools, Ministries of Education, universities and companies across the world.

We are looking for an outstanding International Schools Manager to join our rapidly growing international sales team.

Founded by entrepreneur Priya Lakhani OBE in 2013, CENTURY is a close-knit team of 80 people united by a mission to use technology to improve the world. We're powered by a strong start-up culture and backed by long-term investors aligned with our goals.

Our team has been selected as a World Economic Forum Technology Pioneer and has won the MIT Solve award, CogX Innovation Award, EdTechXGlobal Award, GESS Award, AI Award and many more. We've also been named Economic Innovator of the Year by the Spectator and were recognised by UNESCO through its ICT in Education Prize.

Role and Responsibilities (may include one or more of the following)

Regional Strategy Development

- Identification and prioritisation of prospective international schools across allocated territories
- Development and delivery of international flagship school partner program
- Development and delivery of effective referral scheme to grow market presence
- Identification and vetting of potential third-party regional resellers/distributors

- Research of regional international education market to inform analysis of school type segmentation

School Acquisition (Sales)

- Management and delivery of the end-to-end sales process, including CRM, cold lead generation, event lead generation and engagement with target schools
- Delivery of in-depth product demonstration to senior leaders and executives
- Participation, and lead where necessary, in prospective partner sales meetings and pitch presentations with qualified prospects
- Achieve agreed sales targets and provide regular reports to Sales Director
- Inbound partnership opportunity assessment, response and management (events/resellers/distributors)

School Relationship Management

- Development of deep and collaborative relationships with key strategic partner schools for referrals and renewals
- Inform and collaborate with Customer Success Team for school product launch and roll-out
- Growth of regional education network and participation in relevant topical thought-leadership forums
- Building of company brand in partnership with schools through summits, case studies and collaborative networks
- Host and speak at virtual/in-person events throughout the academic year in order to raise brand awareness

Desired skills & experience:

Knowledge

- Understanding of schools and education systems
- Strong commercial acumen and understanding of the structure of commercial/partnership agreements
- Wider knowledge and personal interest in technology, education and different countries

Desired Experience/Skills

- Experience in the classroom as a teacher or in another capacity is a huge bonus
- Strong presentation skills and confidence to hold a room whilst rebutting challenges
- Demonstrated understanding of solution selling techniques
- Experience in building strong, collaborative customer relationships

- Can navigate a customer through sales negotiations and/or product presentation via webinar or in-person
- Able to qualify sales opportunities and generate quality leads
- Demonstrated business communication and written skills
- Exceptional organisation required for CRM management and (hopefully) busy travel schedule
- Has a passionate attitude for sales and technology as an enabler for a company's growth
- The successful candidate will have the right to work in the UK.

How to apply

To apply for this role please send a CV and covering letter to info@century.tech with a subject line "International Schools Manager".

What we're offering

We're offering a competitive salary plus commission, 25 days holiday plus your birthday and three extra days at Christmas off, and the potential to start immediately.

We're currently working from home, but we expect to return to our London office once it is sensible to do so. While we're working from home, we'll courier you all the technology you need to thrive.

CENTURY Tech is committed to [safeguarding](#) and promoting the welfare of children and vulnerable adults and expects all staff to share this commitment. All successful applicants will be requested to undertake an Enhanced Disclosure and Barring Service check and provide two references. Details of our recruitment process can be found on our website: century.tech/safer-recruitment-policy