

## **CENTURY Tech - Sales Executive**

**Reports to:** Sales Director

**Location:** London (mix of work from home + office TBD)

**Contract:**

- 3-month contract with possibility of extension
- Flexibility around working hours and full-time/term-time;
  - 9-6 or equivalent based on key school hours
  - School term time or full time

**Salary:** London Living Wage + Commission Scheme

### **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 for 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 Sales Executive to join our rapidly growing 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)**

#### *Book Meetings/Demonstrations*

- Work closely with the schools' sales managers to identify and target prospective schools (both UK and international);

- Perfect a killer pitch to senior leadership teams of schools in order to convey the unique selling points of CENTURY via telephone and email;
- Acquire key school information (student numbers, pain points, curriculum etc.);
- Book in product demonstration meetings with key stakeholders of schools;
- Brief schools' sales managers on booked meetings and ensure meetings are delivered;

#### *Event Recruitment*

- Work closely with the marketing and events team in the delivery of our virtual events programme;
- Actively recruit target-audience attendees and drive conversions of Zoom registrants;
- Assist with the promotion of our events schedule through social media, email campaigns and other marketing tactics.

#### *Building Relationships*

- Build intelligent and meaningful relationships with key school stakeholders in order to drive referrals;
- Track and monitor prospect pipeline through detailed use of our CRM (HubSpot);
- Become a knowledgeable and known CENTURY representative amongst senior leaders of schools across the world.

#### **Desired skills & attitude:**

- Hungry, self-starter that is looking for a fast-paced environment to thrive in
- Strong oral communication skills and enthusiasm
- High level of emotional intelligence to navigate prospects behaviour
- Organised and meticulous in note-taking/tracking
- The successful candidate will have the right to work in the UK.

This is an entry-level position but CENTURY is committed to developing exceptional individuals. The natural progression for this role is into a junior sales manager position.

#### **How to apply**

To apply for this role please send a CV and covering letter to [info@century.tech](mailto:info@century.tech) with the subject line "Schools Executive".

#### **What we're offering**

We're offering London Living Wage salary and an aggressive commission scheme, 25 days

holiday (pro-rated), and the potential to start immediately.

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](https://century.tech/safer-recruitment-policy)