



Resource Advisor, Victoria (AU)

Reporting directly to the Australian Sales Manager based in Brisbane, your major focus would be on business and relationship management of our primary school clients in Victoria. As ORIGO is relatively unknown in Victoria, the majority of your time will, initially, be spent identifying and contacting prospective clients.

No day will be the same, but some of the key responsibilities of the role will include, but not be limited to:

- Building awareness of ORIGO Education in the Victorian Education sector, with a focus on developing long-term relationships within the teaching profession;
- Utilising a range of prospecting strategies to win the opportunity to meet with school decision makers; undertake product presentations and implement targeted event management strategies to convert the prospect to a sale;
- Travelling extensively throughout the state, and potentially interstate, to support client meetings and presentations;
- Planning and building your pipeline to exceed revenue targets; and building customer relationships, as well as satisfaction and loyalty to the ORIGO brand;
- Providing accurate Salesforce forecasting, ensuring consistent monitoring and regular evaluation of your pipeline.

WHAT YOU WILL BRING

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

- A demonstrated track record of achievement in primary teaching, sales or business relationship management;
- A tertiary qualification in education/marketing and/or sales, or related work experience;
- The confidence and persistence necessary to build a relatively new market, along with the ability to present to small and large groups of teachers and school administration staff;
- Exceptional time management and organisational skills, with a proven capacity to set and meet deadlines;
- Excellent communication skills, both written and oral;
- The ability to work autonomously, and travel intrastate and interstate regularly.

Culture fit and attitude are also highly important to this team, so a passion for the work you do, an interest in maths 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 a part of the Australian sales team, or know someone who might suit this role, please direct your enquiries to Jenny Fahey, Australian Sales Manager at j_fahey@origo.com.au or

Please note that applications should be sent by 5.00 pm, 27 September, 2019.