



Inside Sales Representative (AU)

THE OPPORTUNITY

Due to maternity leave, we are looking for an enthusiastic and motivated Inside Sales Representative to join our Sales and Marketing team in a newly created role for ORIGO. Initially for a 9-month period to cover maternity leave, there is the possibility of extending this role in 2021.

Reporting to the Australian Sales Manager, and based in our offices in Brendale, North Brisbane, your initial focus will be closing leads in northern Qld and the NT generated by the incumbent Resource Advisor as well as supporting the team by carving out new business throughout Australia.

Some of the key responsibilities of the role will include but not be limited to:

- Monitoring, researching, and qualifying sales opportunities for the sales team for core Pre-K to Year 6 mathematics.
- Executing a wide variety of phone-based revenue generating opportunities: lead generation/outbound calling; cold call qualified prospects provided from Resource Advisors; conduct outbound call campaigns; identify and act on up-sell/cross-sell opportunities; drive promotion awareness, opportunity management, emphasise product/service features and benefits; quote generation, etc.
- Partnering with field Resource Advisors to determine appropriate strategic sales approach and pro-actively develop new business through outgoing customer calls and e-mails.
- Corresponding to customer inquiries via phone and e-mail and responding to customers in a timely, efficient, and professional manner.
- Coordinating sale opportunities for all products; perform all sales tasks necessary to turn opportunities into billable sales.
- Entering quotations and orders into sales order processing systems; ensure accurate sales information including proper and accurate delivery, payment terms and other critical order information; confirm all orders with customers; perform follow up and order clean-up as necessary.
- Building new customers in sales order processing systems; capture complete and accurate information for new and existing customers.
- Actively working to reduce sales team administrative time and convert it to increased selling time.

WHAT YOU WILL BRING

To be successful in this role, you will have an internal calm and be measured in your approach to work, be flexible and highly organised, forward thinking with a positive can-do attitude as well as:

- Bachelor's degree in business or administration or equivalent with demonstrated experience (2+ years) in a customer-facing / sales-focused role working with small- to medium-sized teams, either internal or remote.



- Demonstrated experience within an education environment, with experience within the primary school system being highly regarded.
- Self-disciplined and independent with strong organisational skills and proven examples of balancing competing projects and priorities.
- Strong teamwork and interpersonal skills with an ability to work in a collaborative team environment.
- Sound demonstrated experience and knowledge using the tools in the Microsoft Office Suite with the understanding and use of Salesforce being highly regarded.
- Discretion with the ability to understand and manage confidential information; and
- Excellent communication skills, both written and oral.

Culture fit and attitude are highly important to this team so a passion for the work you do, an interest in mat education, and the ability to understand and work within our vision, mission, and values is paramount to your success in this role.

If this sounds like you, or you know someone who might suit this role, please direct your enquiries to Jenny Fahey, Australian Sales Manager, via email j_fahey@origo.com.au





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