

Account Executive, EdTech

About the Role:

Our innovative team at Wisewire is seeking a passionate Account Executive to join our team, where our mission is to create innovative EdTech solutions that make learning exciting for all ages! As an Account Executive, you'll be the frontline hero, introducing our cutting-edge EdTech client specific solutions to the world of education. Dive into a role where your passion for education technology and your knack for winning clients blend to spark educational transformations. If you thrive in dynamic environments, love the thrill of the chase, and are ready to take your sales expertise to new heights, we can't wait to meet you!

Responsibilities:

- **Client Acquisition:** Harness your hunter instincts to identify and secure new clients, expanding our reach and impact within the educational sector.
- **Custom Solution Crafting:** Tailor proposals, RFPs, and presentations to meet the unique needs of each client, ensuring our solutions resonate with their goals and challenges.
- **Client Requirement Gathering:** Conduct thorough requirement gathering sessions to ensure our solutions are precisely tailored from the start, aligning perfectly with client needs and objectives.
- **Sales Cycle Management:** Own the sales process from start to finish, from prospecting to closing. Navigate through a sales cycle that typically spans 4-8 months with the finesse of a seasoned pro.
- **Relationship Building:** Forge strong relationships with clients, turning initial sales into long-term partnerships that grow and evolve.
- **Market Analysis:** Stay ahead of market trends and educational needs, ensuring Wisewire leads the pack in delivering relevant and impactful solutions.
- **Travel:** Expect to travel 1-2 times per month to conferences and client sites to foster relationships and pursue new business opportunities.
- **CRM Management and Maintenance:** Responsible for the management and maintenance of our CRM systems, ensuring data integrity and accuracy, and leveraging CRM insights to optimize sales strategies and client management.

Qualifications:

- **B2B Consultative Sales Experience:** At least 5+ years of B2B consultative sales experience, demonstrating a deep understanding of complex sales cycles and solutions-based selling techniques.
- **EdTech Industry Experience:** At least 5+ years of experience working in the educational technology sector, with a deep understanding of market demands and educational trends.
 - Preference given to candidates with experience in the Workforce Industry 4.0 sector.

- **Solutions-Based Selling Skills:** Ability to showcase strong solutions-based selling techniques, tailoring offerings to meet the unique needs and challenges of each client.
- **Sales Process Management:** Demonstrated ability to manage the entire sales process from initial client outreach to successful sale closure, with a strong commitment to seeing each sale through to completion.
- **Customer Relationship Building:** Proven track record of building and maintaining a robust customer pipeline and relationships through effective communication, outreach, research, and networking.
- **Engagement with Decision Makers:** Demonstrated program success in reaching and connecting with key decision makers, influencing their purchasing decisions.
- **Utilization of AI in Sales Processes:** Experience with using artificial intelligence tools to enhance efficiency and drive innovation within sales strategies.
- **Strong Communication Skills:** Exceptional written and verbal communication skills, essential for crafting clear and persuasive proposals and effectively communicating with clients and team members.

About Wisewire:

Who We Are:

Wisewire became the bridge between aspiration and realization. Our aim is to help you shape your success, realize your goals, and explore the possibilities. We understand that the journey matters. And so, instead of providing just a map, we are the compass, guiding you, and evolving with you.

By intertwining emerging technology with learning science, we created an environment where education isn't static. Instead, it becomes a dynamic journey, where learning adapts to you. *We see it as the Wisewire magical ingredient that seamlessly merges learning science, innovation, data, and creativity.*

Where We Are Going:

Our vision is clear. *We're not just creating courses or tools; we're building futures.* With every line of code, every curated course, our aim is to ignite that spark in you to look forward to tomorrow, believing that it holds better opportunities, richer experiences, and the chance to be the best version of yourself.

Every success you achieve, every milestone you reach, resonates with our core belief. We've witnessed the transformative power of tailored education, and as we move forward, *our commitment is to make learning even more personal, even more intuitive, and even more about you.*

So, whether you're an organization aiming to empower your team or an individual striving for excellence, our expertise and innovations are your steppingstones. Together, we're not just dreaming; we're realizing those dreams.