

## Edumentors Job Description - Sr. Sales Manager

### About Edumentors:

We are a UK based educational marketplace changing how education is delivered to school students across the world. We think that traditional education systems are outdated and found a perfect model to re-activate disengaged children through AI tools and personalised tutoring with role models from top universities. We built [www.edumentors.co.uk](http://www.edumentors.co.uk) to connect parents with exceptionally talented tutors from world's best universities and are serving customers in 16 countries. We are looking for entrepreneurially minded team members to join our journey!

### Job Description:

Our Sales and Marketing activities are essential to the continued growth and success of our business. Therefore you would have a chance to join one of the most vibrant teams and see the results of your every-day involvement from day 1. The primary goal of this role is to ensure nurturing the sales leads (cold-calling, messaging, emailing) and convert them into long-term paying customers. We do not expect you to come straight in and know everything about what we do, however we expect you to have passion, discipline and thirst for learning and growing with us.

### Responsibilities:

- Assist parents and students in finding the right tutor via phone/video calls, SMS and emails
- Convince prospects to schedule free trials with tutors and book paid sessions with them
- Meet weekly and monthly sales targets and report progress to the supervisor
- Provide feedback about trends and patterns of customers' needs to other team members
- Over the course of your engagement, there will be opportunities for you to develop your knowledge and experiences and grow within Edumentors.

### Requirements:

- This is an English-speaking position, therefore you are expected to have excellent command of the English language in speaking and writing
- Demonstrated experience in sales, preferably through tele-calling with foreign customers
- Studying or living Experience in the UK is preferred
- Proficiency in MS Office, Tele-calling, CRM and other sales related softwares
- We expect you to have a high sense of responsibility, ownership and attention to details. Mention the word rising star in your email to know you're paying attention
- You will be required to have a functional laptop, mobile phone and access to the internet

**Salary:** Net 1,200 + Performance Bonus of €825 - €8,425 (Refer to Annex)

**Work from Office:** Tbilisi, Petre Kavtaradze Str. **Work Hours:** Refer to Annex

We welcome applications from all degree backgrounds. If you are ambitious and passionate about sales and helping young students succeed, please send your CV and cover letter to [hr@edumentors.co.uk](mailto:hr@edumentors.co.uk) and mention the job title in the email subject. We look forward to meeting with you!

### Annex 1 - Bonus system

Schedule: Mon-Fri **14:00 - 23:00** GE Time - with rotating half day (4 hrs) on either Sat or Sun from home

Base Salary (Full-Time)	N of Bookings	Bonus Per Booking ₪	Skip Bonus	Bonus Total	Salary + Bonus	
₪1,200	30 Bookings	₪25	₪800	₪1,550	<b>₪2,750</b>	
₪1,200	40 Bookings	₪35	₪1,400	₪2,800	<b>₪4,000</b>	<b>Target</b>
₪1,200	50 Bookings	₪40	₪1,800	₪3,800	<b>₪5,000</b>	
₪1,200	65 Bookings	₪45	₪5,500	₪8,425	<b>₪9,625</b>	