

# RENAISSANCE

## Vacancy – Regional Account Manager (6-month contract)

Renaissance® is a leading provider of assessment technology to primary and secondary schools. Renaissance products promote success amongst students of all ages and abilities through personalised assessment and practice in reading and maths.

Our software helps to enhance literacy and numeracy skills, support differentiated instruction, and personalise learning to optimise student development. Immediate feedback and detailed reporting equip teachers with the information needed to monitor progress and measure growth. In the UK and Ireland, almost 6,000 schools and more than 1.4 million students use Renaissance products. Worldwide, we support over 18 million students, operating in 96 countries.

We are looking for a Regional Account Manager to join our UK Sales team on a 6-month fixed term contract. In this role you will be selling Renaissance products into schools within your designated territory.

### **In this role, you will:**

- Perform general prospecting
- Follow up all sales leads for new prospects
- Cold call and lead generation
- Present online webinars
- Present to senior school leaders
- Enter leads and follow up reminders on CRM
- Produce quotations
- Negotiate directly with schools and closing of sales
- Ensure that customer renewals are conducted on time
- Up-sell Renaissance products to existing customers
- Promote new products and services
- Help with direct mail initiatives
- Maintain prospect lists and timely update of our CRM
- Be an ambassador for Renaissance.

### **For this role, you must have:**

- Over one year's experience of working in a telesales environment, ideally in a software or in a consultative role.
- An outstanding communicator, particularly on the telephone
- Ability to structure and deliver a sound sales pitch

- Good negotiation skills
- Excellent time management and organisation skills
- Good computer skills with thorough knowledge of programs such as MS Word, Excel and PowerPoint

### We offer a wide range of benefits including:

- 25 days' annual leave per year
- Extra day off for your birthday
- Company pension scheme (double matching) up to 5%
- Life assurance up to 4 times of your basic salary
- Income protection scheme
- Employee assistance program provided by Simply Health
- Health cash plan provided by Simply Health
- Up to 2 paid volunteer days per year

In addition to these formal benefits, we also have social events throughout the year. These include our summer party and Christmas drinks.

At Renaissance our mission is: 'To accelerate learning for all children and adults of all ability levels and ethnic and social backgrounds, worldwide'.

Many of us choose to work at Renaissance because we are driven by this mission. Inherent in a mission that strives to serve 'all children and adults' who represent 'all ability levels...and backgrounds' is the need to recognise the importance of Diversity, Equity and Inclusion (DEI) in our culture, in our work, and in our products.

All your information will be kept confidential according to EEO guidelines. Please note that we can only consider applicants who already hold a full UK work permit.

To apply, please send your CV via email with the subject title 'Regional Account Manager' to [jobs@renlearn.co.uk](mailto:jobs@renlearn.co.uk).