JD - Territory Sales Incharge

Job Description – Territory Sales Incharge
Position: Territory Sales Incharge (TSI)
Industry: EdTech
Experience: 1-2 years (EdTech sales preferred)
Education: Graduate in Business, Marketing, Education, or a related field
Location: Baramati, Nagpur & Shirol (Ichalkaranji)
Employment Type: Full-time
Compensation: Competitive salary

Job Overview:
We are looking for a dynamic Territory Sales Incharge (TSI) to drive sales and build relationships with teachers, schools in the assigned territory. The ideal candidate should have 1-2 years of experience in EdTech sales, strong communication skills, and a passion for the education sector.

Key Responsibilities:

✅ Sales & Business Development

- Identify and acquire teachers, schools for EdTech solutions.
- Meet and exceed sales targets within the assigned territory.
- Conduct product demonstrations, presentations, and training sessions for educators.
- Develop strategies to increase product adoption among teachers and institutions.

✅ Client Relationship Management

- Build and maintain long-term relationships with teachers, school decision-makers, and coaching owners.
- Address customer queries, provide post-sales support, and ensure retention.
- Gather feedback from educators to improve product offerings.

✅ Market Research & Territory Management

- Conduct market research to understand customer needs and competitor activities.
- Identify potential business opportunities and partnerships.
- Maintain accurate records in CRM tools and prepare sales reports.

Key Requirements:

- ✅ 1-2 years of experience in sales (EdTech preferred).
- ✅ bachelor's degree in business, Marketing, Education, or a related field.
- ✅ Strong communication and presentation skills.
- ✅ Ability to convince teachers and school authorities.
- ✅ Basic knowledge of EdTech platforms, LMS, and online learning tools.
- ✅ Self-motivated, target-driven, and willing to travel within the territory.
- ✅ Proficiency in MS Office, CRM tools, and virtual meeting platforms.