

Job Description- Territory Sales Incharge

Position: Territory Sales Incharge

Department: Sales

About the Company:

NAVNEET TOPTECH is a rapidly growing edtech focused on digital education solutions for schools and students in India. Founded in 2008, NAVNEET TOPTECH is a 100% subsidiary of Navneet Education Limited. We aim to innovate and provide solutions beyond the traditional chalk & board method, fostering a conducive digital learning environment for schools. Having collaborated with 4000+ schools across CBSE and Maharashtra State Board, NAVNEET TOPTECH is committed to delivering exceptional digital learning solutions.

Role Overview:

We are looking for a dynamic Territory Sales In charge (TSI) to drive sales and build relationships with teachers and 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 and 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.

Requirements

- **Experience:** 1-2 years of experience in sales (EdTech preferred).
- **Educational Qualification:** bachelor's degree in business, Marketing, Education, or related field.
- **Preferred:**
 - 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.

To Apply: Interested candidates can share their profile at hr@navneettoptech.com