**JOB DESCRIPTION – TERRITORY MANAGERS**

**Company:**

We publish Jolly Phonics, the leading international programme for the early teaching of reading, writing and grammar. We are at the forefront of transforming the delivery of literacy education, selling 2 million publications a year, and making an incredible difference. Our publications have been sold to over 100 countries worldwide, with many adopting it as government policy. We have won awards for our products, for our educational contribution, and for our international achievement.

Jolly is now looking to further accelerate its global reach and growth and is looking to add to the team by hiring 5 Territory Managers covering:

1. UK
2. USA/Canada – based USA
3. Africa/Middle East and India
4. Far East/Australia – (fluency is Standard Chinese required)
5. Europe/Caribbean and Latin America – (fluency in Spanish required)

**Role:**

The Territory Managers will be proactive and enthusiastic with a passion for sales and building strong, valuable relationships at all levels in their territory. With an interest in the education market the Territory Managers will have excellent communication skills and the motivation and drive to succeed in a sales driven environment. We are looking for intelligent, creative individuals with a strong work ethic who have proven experience in the education market, either in sales, business development or as a teacher/trainer who is looking to move to a more commercial role. The successful candidates will report to the Head of Sales and Marketing.

**Key responsibilities:**

1. Create a compelling business development strategy that drives growth by relevant territory.
2. Network and seek out opportunities with prospects and convert these to sales – be that at school, association or government level.
3. Lead on all tenders for relevant territory.
4. Own, build and develop the relationship with existing customers, developing new opportunities.
5. Work with trainers and distributors to maximise growth by territory.
6. Qualify and convert inbounds leads at a rapid pace.
7. Educate, evangelize, and guide our customers through a successful adoption of Jolly.
8. Deliver customer feedback for our publishing and product teams.
9. Maintain up-to-date knowledge of our product and processes.

**Qualities:**

1. Networker by nature who builds and nurtures key relationships internally and externally.
2. Hardworking and collaborative.
3. Commercially driven but understands that the journey must justify the end.
4. Has the necessary gravitas to drive through change when needed.
5. Can take people with them to deliver a strategy rather than pull them.

**Who you are:**

1. Likely from an educational background with a strong network and understanding of the territory they are going to work in.
2. Strong commercial instincts and ideally selling experience.
3. Exceptional written and spoken communicator.
4. Highly organized & autonomous.
5. Entrepreneurial and self-motivated.

**What’s in it for you:**

1. Competitive base and OTE.
2. Flexible working arrangements (although attendance at our beautiful offices in Essex will be required for at least 2 days a week if you are UK based).
3. Friendly and fun working environment, working for a market leader who has a purpose not just to grow but also to make the world a better place with increased literacy at its core.
4. High integrity business that undertakes significant charitable work.