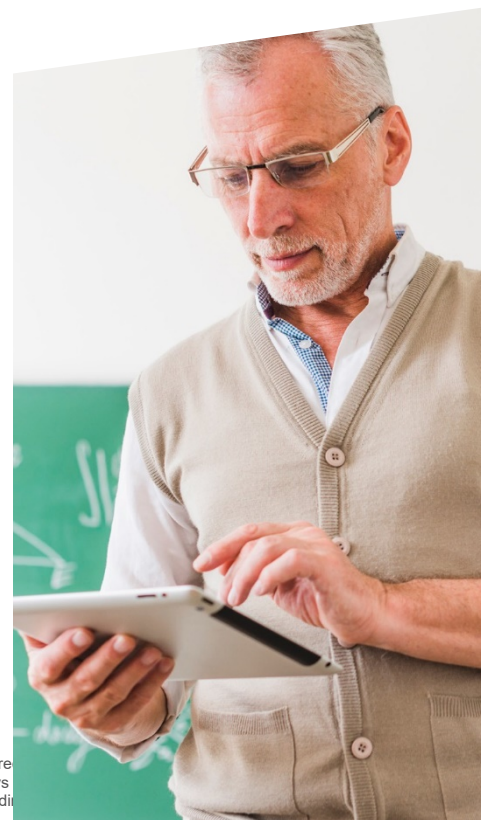
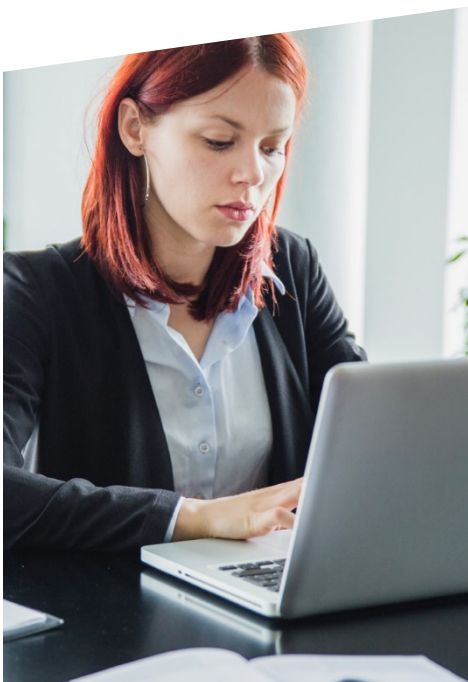


Sales Consultant

UK

Job Description

October 2021



About WCBS

Founded in 1984, WCBS specialises in providing integrated management systems to Independent & International schools across three core areas: Admissions, MIS & Finance.

Owned by Westleigh Investments, WCBS operates in 40 countries, with offices in the UK, Hong Kong and China.

Where We Are Now

WCBS, and our products, have been constantly evolving. But the speed at which we evolve has been accelerating exponentially in more recent years.

In other sectors, outside of EdTech, we have seen large investment and innovative technology, delivering differentiated business models and first-class user experiences that have challenged the incumbents within their industries. WCBS is bringing this investment and disruption to EdTech, and more specifically, to Independent and International Schools.

We have invested ~£5m over the last three years and are continuing to invest millions of pounds into our product set. Delivering next generation, cloud native systems that use the very latest technology in order to achieve a 10x better user experience for Independent and International Schools.

This culminated in the [launch](#) of HUBmis in October 2020 and will be swiftly followed with exciting developments across our other core areas: Admissions & Finance.

The user friendly and intuitive software we have created is not only a joy to use, but saves huge administration time, allowing schools to focus on delivering outstanding education and ultimately better outcomes for students.

The Journey Ahead

With this technology, comes a very exciting roadmap.

Built on a read and write API, this next generation technology opens up so many possibilities, allowing Independent & International Schools to choose the best in breed solutions without the need to compromise.

In the meantime, WCBS will continue to learn, improve, and innovate, so that Independent & International schools can continue to deliver outstanding education.



Our Solutions

Finance & HR

WCBS fully understands the importance of accurate and consistent financial management. We provide the platform you need to gain more effective financial control.

- Billing: fees & extras
- Purchase requisitions
- Payroll: HMRC & TPA
- Grant management
- Comprehensive budgeting
- Human resources
- Advanced analytics
- Group consolidation
- Allow for complex bill payment relationships

Admissions

With only two thirds of fee-paying schools meeting their enrolment goals, an admissions system is crucial to a school's sustainability.

- Enquiry management
- Application tracker
- Two-way communication
- Configurable to your school's brand
- Instant messaging system
- Real-time reporting
- Online payments
- MIS integration
- Multiple user portals
- Automated and personalised notifications

MIS

Our Management Information System provision has been built with every user at the forefront of the design and functionality of every module.

- Best in class design
- Cloud Native Technology
- Powerful reporting
- Student and parent portals
- Multilingual capabilities
- Attendance monitoring
- Pastoral and behaviour
- Progress tracking
- Automatic Updates
- Manage events

Sales Consultant

Job Description

Reporting to	Sales Director
Location	Homebased (UK)
Salary	35k DOE
Additional Remuneration	Car Allowance
Working Hours	8.45 – 17.15 Mon to Fri
Annual Leave	25 days per annum plus UK bank holidays
Benefits available	Pension, Private Healthcare, Commission, Birthday Leave, Pay Rewards

Job role:

We are looking for a talented individual who is excited by our next generation technology to work alongside our UK Sales and Account Management team to secure and grow our business within UK Independent Schools.

The primary purpose of this role is to retain and develop WCBS' business within your designated area.

To demonstrate and sell the full range of WCBS software modules (and related services) in line with the Company's revenue and marketing objectives and to achieve or exceed personal sales and activity targets to new and existing customers.

The region is the West. WCBS has a large and well-established user base which will be a good source of sales opportunities. The role is hybrid Business Development (70%) and Account Management (30%), and involves proactive lead generation of new business and growth from existing accounts. The role will involve travel across the UK and some overnight stays, with the possibility of occasional overseas trips.

Key responsibilities:

- Understand the structure and departmental functions of Independent (fee paying) schools in relation to the different software solutions WCBS provides.
- Delivery your own targets and KPIs:
 - Qualify and follow-up leads generated by marketing effort
 - Carry out customer visits
 - Arrange initial visits / online demonstrations as required
 - Carry out on-site / online demonstrations for new sites or existing sites expanding system usage.
 - Prepare quotations following demonstrations
 - Follow up quotations as agreed and secure orders
 - Assist with Sales and User Seminars – to new and existing customers
 - Build profitable relationships with school groups
- Consistent and proper use of CRM to manage all client interaction, opportunities, and forecasting.
- Attend conferences, exhibitions, user group meetings and other events as appropriate.
- Be aware of and able to respond to marketplace, competitor and software developments.

The above is not an exhaustive list of duties, and you will be expected to perform different tasks as necessitated by your changing role within the company.

Technical requirements

You should have the following skills and experience:

- Successful sales and/or account management background
- Understanding of Independent Schools – structure, politics, staff etc.
- Full clean UK drivers licence.
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Person requirements

You should have the following qualities and experience:

- Highly driven with enthusiasm to meet targets and cope under pressure.
- Excellent commercial acumen and a hunger for success.
- A natural communicator with excellent written, spoken (incl. telephone manner) and interpersonal skills.
- A caring, conscientious approach to customer management.
- Well organised, disciplined and self-motivated.
- An excellent team builder and motivator who will thrive on working closely with the team meet our targets.
- An appreciation of the value of information and good record keeping.
- Willingness to travel extensively within the UK with occasional overnight stays.
- Ability to work on own initiative with minimal direct management.
- Team player who can work closely and interact well with peer group and senior management.

Although not essential, it would be beneficial to have:

- An understanding of WCBS products, although training will be provided.
- An ability and willingness to absorb new aspects of software/technology.