

The White Apple Company Ltd



Sales Managers Wanted

(flexible hours; home-based role; commission only - from GBP 450.00 per sale)

Are you confident and articulate? Could you sell snow to an Eskimo? Or honey to the bees? Do you love selling?

If your answer is Yes to any of these questions, we want to hear from you. We are an established e-learning provider and we're looking for passionate Sales Managers (self-employed). This is a very flexible technology Sales role, and it's perfect for those looking to manage their own hours, with the possibility of growing their own network of agents and earning extra commission.

ABOUT US:

"The White Apple" is an Online English Language School for non-native speakers, based in London but teaching students from all over the world. The School provides live online English language training with CELTA/DELTA qualified native British teachers, most of whom are Cambridge and IELTS examiners. The School is an official Cambridge English Exam Preparation Centre, and the only Online English Language School in the UK with live online English courses accredited by the Continuing Professional Development CPD Standards office.

PRODUCT:

A high quality Learning Management System platform with a teacher-led real time Virtual Classroom, fully integrated in the Client's website and customised to their needs, with advanced functionalities between presenter (teacher) and attendees (students).

Follow the link to access a full [Sales Pitch Deck here.](#)

TARGET MARKET:

- Worldwide
- Classroom-based Language Schools and Training Providers wanting to expand online and provide live online classes to individuals and groups, under their own brand name

KEY RESPONSIBILITIES AND ACTIVITIES:

- Identifying and pursuing various market opportunities in the chosen geographical location
- Effective e-marketing lead generation activities via various channels and social media platforms, to establish a sustainable and consistent flow of new leads
- Effective communication in building strong relationships with decision makers
- Meeting sales targets
- Timely and regular updates, reporting to your line manager
- Full training and ongoing support provided
- This position is remote, meaning you would work from your home office

ESSENTIAL:

- Advanced level of spoken and written English
- Pro-active approach: it all comes down to how many emails and calls you make, and especially how many positive outcomes you get
- Outstanding communication skills: only apply if you're willing to pick up the phone, and are comfortable with making cold and warm phone/video calls
- Excellent presentation skills and ability to "pitch to sell"
- Understanding of technology: basic knowledge of Wordpress, hosting, Dropbox, Google Sheets. Strong knowledge of Microsoft Office and Skype
- Result driven attitude: meet your target and increase your commission
- Highly organised, resourceful and methodical approach to building databases of potential clients and exploring the marketplace
- Technical and environmental conditions to do the job: a modern computer, high speed internet, smartphone, a quiet and well-equipped home office
- Ability to work competently on your own within the company's guidelines, or in a team
- Sales experience - minimum 1 year

DESIRABLE:

- Experience in the English as a Second Language sector
- Existing network of contacts within our target market e.g. Language School owners
- References of previous sales experience

- Experience in selling digital services
- Experience in lead generation

COMMISSION STRUCTURE:

We pay up to £450 per sale with a realistic target of four sales per calendar month, and an additional £400 when the target of four is met.

Growing your own network of agents: £250 commission paid when your agent hits their monthly target of four sales.

If you have proved yourself by consistently meeting your targets, communicating our ethos and drive to excellence to your clients, and bringing in new agents, this position could potentially evolve into a permanent senior role in the company.

HOW TO APPLY:

If you'd like a flexible and rewarding position, and you are confident that you match our criteria, please do not hesitate to contact us.

Our application process is as follows:

- Send your CV tailored to the job, and a Cover Letter explaining why you're the perfect person for the position and how your skills and expertise can add value to the company, to learn@online-english-school.com
- Record a few minutes video presentation indicating where and how you plan to find suitable clients, and send it to learn@online-english-school.com via [wetransfer.com](https://www.wetransfer.com), or to +447771547956 on WhatsApp
- Applications by email only
- Applications which do not follow the process above, will not be considered
- Successful applicants will hear from us within 5 working days of sending their application through