Srinath University
अध्ययन • अनुशासन • अनुग्रहण

JOB DESCRIPTION

EDUCASE
Tech & Marketing Partner to Schools

Organization:	**EDUCASE**
Job Title:	**School Growth Consultant/ Inside Sales Associate**
CTC:	**(Field Sales | Fresher Role | 10 LPA – 6 LPA Fixed + 4 LPA Variable)**
Location:	**Hyderabad**
Departments Eligibility:	**Management**
Course Eligibility	**BBA,MBA**
Student Gender Preference:	**Any**

General Job Description

School Growth Consultant – Field Sales

- Conduct field visits to schools to present and promote Educase's technology and marketing solutions.
- Build and maintain long-term relationships with school management teams.
- Conduct product demonstrations and coordinate the on boarding process.
- Ensure smooth implementation and customer experience.
- Achieve monthly and quarterly revenue and outreach targets.

Preferred Skills & Requirements

- Excellent communication and presentation skills.
- Strong interpersonal and relationship-building abilities.
- Confident in field sales and client interactions.
- Target-oriented and self-motivated.
- 2-wheeler and laptop mandatory.

General Job Description

Inside Sales Associate

- Handle inbound and outbound calls with prospective customers.
- Counsel prospects about Educase services.
- Convert leads through a structured consultative-sales approach.
- Maintain and update customer information in CRM.
- Follow up with prospects and drive sales conversions.
- Work towards achieving assigned sales targets.

Preferred Skills

- Excellent verbal communication and interpersonal skills.
- Strong convincing and counselling abilities.
- Good sales and negotiation skills.
- Strong follow-up and lead-conversion skills.
- Customer-focused and target-oriented approach.
- Basic knowledge of CRM and computer applications.
- Ability to work effectively in a fast-paced sales environment.

Eligibility
Management
Specialization **BBA & BCOM**
Fresher
Technical skills, attention to detail, problem-solving, and communication skills.
Meeting minimum age requirements, typically 18 years old.

Job Reviewed by: Senior Director, Training & Placement
Job Approved by: Senior Director, Training & Placement
Job opportunity provided through: Training and Campus Placement Department

DATE:-27.05.2026