



Job Title: STEM Trainer

Location: Mumbai, Kolkata, Guwahati

Experience: 0-3 years

Nature of work: Full-time or Part-time

- **About Get Set Learn:**

We are reimagining school education for the 21st century. Our focus is to build better learning experiences for schools and students. We aim to curate the learning needs of students across multiple grades and age groups onto a single platform and enable schools with new-age solutions to address the challenges of the digital future and the National Education Policy. Get Set Learn [formerly Uniform Junction] is an Arvind Mafatlal Group Company - a 100+ year old conglomerate that has served the school ecosystem for decades.

- **About the Role:**

Get Set Learn is hiring for the role of Sales Executive based in Bhubaneswar. We are seeking a great communicator with excellent interpersonal skills for the said role. The Sales person will be responsible for developing business by building a strong network in the Education segment amongst all the stake holders of schools in the assigned territory. He should be able to carry out cold calls, develop leads, present the products, organise Demo, close cases and ensure to deliver proper after sales service. The eligible candidate should be tending to needs of the Institutions and communicating regularly with higher authorities with feedbacks.

- **Job Responsibilities:**

- Coverage of schools to promote and sell STEM, LMS, academic products like Olympiad, Spellbee, Soft Skills development courses etc.
- Meet the IT teachers, Principal and Administrators in leading schools in the city/ area
- Learn the details of different products/ programs in GSL platform and able to explain them to the stakeholders in the schools.
- Build up proper database, update them, and create sales pipeline reports for executive decision making.
- Make proper sales coverage plans independently for effective coverage and maximize sales
- Write effectively to the principal and owners for proposing our products to the schools.

- Think independently to find new opportunities and avenues of business development in the given area.
- Setting up demonstration meetings with the principal and owners for the academic/ training team
- Organize workshops and Demo Classes with Teachers, Students & Parents in different Schools
- Conducts Centralized Launch Programs/Workshops to promote and Launch our Products
- Meeting Monthly, Quarterly & Yearly assigned Sales Targets

Job Requirements:

- A graduate degree (any) with science as a subject till 12th or Diploma in Engineering with a good understanding of IT technology and terminology
- A minimum 1-3 years' experience in educational technology/ Publishing/ Academic Industry, strong connection in schools would be given additional preference.
- Young, dynamic in age group 22-28 years
- Hands on in MS office suite
- For East India- 2-wheeler is must
- Ability to work in teams.
- Freshers can apply with a relevant degree and have a passion to learn.
- Empathy and great interpersonal skills.
- Excellent written and verbal communication.