



CASCAID - Regional Account Manager, London and South of England

Full time, permanent

Who are you?

You are a driven, self-motivated Regional Account Manager with a flair for new business and a passion for delivering tremendous value to clients by thoroughly understanding educator needs and demonstrating how they can make more of an impact on the lives of the students they serve.

You are comfortable challenging prospects and finding insights to support this challenger approach, evidencing how to effectively solve a prospect's problems through the identification of distinct value for each prospect. You will have a strong background in selling complex solutions and engaging with stakeholders across multiple levels of target organisations.

Working closely with our team of Regional Account Managers you will be responsible for driving revenue and growth across your own sales region and owning the sales process from prospect identification and engagement through to closing sales and handing over to our team of Customer Success Managers.

We are looking for an individual with a clear growth mindset, a hunger for personal development and someone with a passion for generating exceptional results. As a strategic thinker, you're eager to devise strategies to target opportunities across your region with a view to exceeding any targets set. You want to sell to the right people, ensuring a lasting customer base for the business in your sales region.

Sound exciting to you? Read on!

What you'll do...

- Drive new business sales across your sales region whilst proactively pushing opportunities through the sales process
- Attend client meetings and sales presentations with prospects
- Adopt a strategic approach to outbound canvassing, seeking new prospects to become future customers



- Actively manage and report on sales pipeline, the status of the business in your territory, and forecast revenue
- Meet and exceed monthly, quarterly, and annual sales quota
- Identify and deliver speaking opportunities across your region to key strategic prospects and influencers

What we're looking for...

- An assertive and high energy individual with high expectations and a willingness to outwork others
- A track record of success with a proven ability to regularly exceed sales targets
- Accountability for results and the behaviour that drives results without excuses
- Persistence in the face of rejection, uncertainty and ambiguity while remaining committed to prospecting, progressing the sales stage and closing the sale
- Interpersonal, savvy, engaging, welcoming, friendly, respectful, cooperative and genuine
- A positive attitude and a growth mindset is essential, with a hunger to improve by applying constructive feedback without taking it personally
- Self-awareness, with the ability to be both humble and coachable
- Exceptional communication and interpersonal skills that you use to great effect both internally and with clients
- More than three years of solution selling experience

Nice to have...

- Experience in a Saas-based business
- Experience of the education market and careers sector
- Public sector sales experience

We're CASCAID - come join us!

We are CASCAID (part of Xello), a leading developer of future readiness programs in the UK (soon the world!). Our mission is to help anyone, anywhere in the world, create a successful future through self-knowledge, exploration, and planning.

We believe that by bringing our best selves to our work and collaborating with one another, we can change the world. We are a very diverse group of individuals who work hard, laugh often and share in each other's lives. We are an inclusive, equal opportunity employer.



Embracing agile practices, an innovative mindset, and keeping our users at the heart of what we do, are just a few of the keys to our success.

CASCAID is part of Xello, the leading career software provider in North America. It's a unique partnership, the coming together of two like-minded organisations who have worked together for many years, and who together will make a difference to people's lives.

You'll be joining a small yet dynamic CASCAID team at an exciting time as we look to bring the best of both our products to the UK market. This is a really exciting role for someone who wishes to be part of something big!

We offer:

- Competitive salary
- 28 days annual leave (inc. 3 days at Christmas) + bank holidays. With additional annual leave days added to reward long service
- Company pension scheme
- Flexible work arrangements that include remote working
- Monthly social activities
- A commitment to continuous learning and growth opportunities - we invest heavily in our people through training and mentoring

Like what you hear? Apply!

Please email your CV and a covering letter explaining why you want to work for us to ebujok@cascaid.co.uk.