



## **SA116 - Sales Associate for Children's Education Social Enterprise**

We are very excited to be able to offer the opportunity to become a Sales Associate for our award winning Children's Education Social Enterprise, Numberfit.

Numberfit has developed a suite of numeracy based interventions that make learning mathematics active, fun and engaging for children aged 3 to 14. We know that some children can find maths a little bit tedious and boring and it is far from their favourite lesson! Our aim is to change all that by making it fun and enjoyable, we use energetic physical activities and team games to teach numeracy and problem solving and are looking to build an entire entertainment brand based around numeracy.

To see an example of what we do visit this link <https://www.youtube.com/watch?v=Jf8Z7Ogm09E>.

We are a small organisation with big ideas and are growing rapidly. We are looking for an individual with the energy and enthusiasm to help us grow.

This is a diverse and interesting role. The responsibilities include:

- Developing sales strategies, executing and refining them based on feedback
- Building prospective customer databases
- Identifying new users and securing contracts – research, contact, follow-up and schedule meetings
- Managing relationships with existing clients
- Using a variety of sales tools – phone, flyer distribution, emails, meetings, and anything else that may help grow the business
- Forecasting annual sales
- Seeking out new opportunities, evaluating market potential and recommending product amendments where required
- Generating and interpreting monthly sales reports.

You need to be hard-working and enthusiastic, with excellent communication skills and keen to help to contribute to children's academic, physical and social well-being. You will also be able to help drive the business forward with suitable sales strategies. Relevant experience is a bonus, however, enthusiasm and great ideas are most important to us.

The successful candidate will have excellent verbal and written communication skills, be highly efficient and be able to prioritise their work load effectively.

They will be able to demonstrate that they are/have:

- Excellent organisation skills
- Hard-working and motivated
- Creative and full of innovative approaches and ideas
- Thorough and have good attention to detail
- Highly personable and confident approaching new clients
- Adaptable and able to work in a fast-growing/evolving business environment
- Able to work on your own initiative and up for whatever is thrown their way!

We are located in Amersham (South Buckinghamshire) on the Metropolitan line.

To apply, please send your CV and covering letter to [enquiries@numberfit.com](mailto:enquiries@numberfit.com) using the **subject line SA116**.