



Job Title: Client Engagement & Sales Representative

Home-based and covering the North of Ireland

The right person for this new exciting role should be an outgoing, target-driven individual, interested in STEM subjects, and be seeking to use and expand their knowledge and experience of sales to enhance the education of children in primary schools in STEM and arts subjects, through our STEAM programmes.

STEAM Education is an award-winning company that is bringing STEAM education to primary schools around Ireland and Northern Ireland. STEAM stands for science, technology, engineering, arts and maths. The company has developed a number of exciting programmes for primary school children aged 9-12 – including 'Science-in-a-Box', 'Engineering-in-a-box', 'Maths-in-a-Box' and more. We engage STEM companies, philanthropic foundations, local authorities and others to fund these programmes as part of their Corporate Social Responsibility (CSR) policies or outreach/education budgets, and provide volunteers from their companies to co-teach the programmes.

See our website for more on what we do: www.steam-ed.ie

The Role & Candidate

The role includes engagement with companies, primary schools and other entities such as local authorities and philanthropic organisations. The initial focus will be on developing the market for 'Engineering-in-a-Box' and Tech-in-a-Box' through engaging Engineering and Tech companies.

Key Responsibilities:

- Identifying companies and other potential funders who might support our mission and our individual programmes; turning that into programme sales (via leads, cold calls, site visits to companies etc); following through with client companies and assisting them to match with a primary school(s), to ensure the whole programme is a positive experience for all. [Administrative support will be provided for school matching if necessary]
- Managing all client accounts to ensure they receive a full, supportive sales and communications service. This includes:
 - Assisting our client companies to fulfil the engagement requirements of the programmes; including provision of volunteers to co-teach the programmes, attend the training evenings, and provide the necessary administrative elements
 - Assisting our client companies to work with us in the development and fulfilment of positive PR opportunities from the process.
 - Working with our client companies towards long-term engagement with schools through our programmes, e.g. by expanding sales opportunities within that company, and sister companies / branches in other geographic areas / other departments / engaging with our other programmes
 - Ensuring the financial chain is complete – i.e. that the required information is provided to accounts, followed up on, and paid.
 - Ensuring the accurate and efficient completion of the required administration associated with sales and operation of programmes.
 - Maintaining high quality relationships with clients via regular calls, meetings, emails etc.
- Identifying new business opportunities

- Attending training in our Cork office and occasional requirement to travel to Cork/Dublin/Athlone areas for team meetings
- Developing and maintaining industry knowledge and presence.
- Engaging in relative networking events and social media channels.

Successful applicant requirements:

- Some experience within a target driven, B2B Sales environment.
- A third level qualification in either STEM subjects or Business related subjects
- Excellent organisation skills and ability to use own initiative
- Excellent communication skills both written and verbal
- Ability to build & maintain relationships with clients
- Full driver's licence and own transport
- Enthusiasm for, and ideally qualifications and/or experience in STEM subjects/environments

STEAM – Award winning CSR educational initiative: Watch [here!](#)

Apply with CV and cover letter to:

Dr. Alice D'Arcy, MD

info@steam-ed.ie



This role has been funded by InterTrade Ireland to grow our business, with support from the #Acumen Programme