



### **About the Organisation: ExcelOne**

ExcelOne is a global, new-age organisation dedicated to reshaping education through impactful assessment initiatives. As the National Service Provider of OECD Paris, ExcelOne introduced the prestigious *PISA for Schools* programme to India in 2023–24. With 110+ schools and 35,000+ test attempts in its maiden cycle, India became the 17th nation to adopt this globally benchmarked tool.

Part of the **Stones2Milestones (S2M)** group, ExcelOne builds on a legacy of educational innovation across reading, language, higher-order thinking, and communication — helping every child discover their unique potential and place in the world.

### **About the Role**

We are looking for dynamic and result-oriented professionals to lead sales and business development efforts in designated territories. This role is ideal for someone who thrives on building relationships, driving growth, and contributing strategically to India's evolving K-12 education landscape. You will own the sales cycle end-to-end — from prospecting to closure — and work closely with school leaders, groups, and key ecosystem partners.

Position: **Manager / Senior Manager – Sales & Business Development (Full time)**

Function: **Sales & Partnerships (K-12 Schools)**

Location: **Based on the Zone** (more info at the end of the JD)

### **Key Responsibilities**

- Drive **B2B sales** with a focus on new client acquisition and retention of existing school partners.
- Develop and execute a **territory business plan** aligned with ExcelOne's growth objectives.
- Build and manage a **robust sales pipeline** to achieve monthly, quarterly, and annual targets.
- Conduct **presentations, product demos, and feasibility discussions** with schools and education groups.
- Collaborate with marketing to co-create **ROI-driven campaigns and on-ground activations** to generate leads.
- Maintain accurate **CRM records** of sales activities, forecasts, and competitive insights.
- Represent ExcelOne at key industry forums, conferences, and school leadership events.

- Travel as required to meet clients and ensure high-touch engagement across accounts.



### **Experience & Expertise**

- 7–10 years of experience in **B2B Sales, Key Account Management, or EdTech/K–12 sales.**
- Proven track record of selling to **school managements, principals, or school chains.**
- Deep understanding of **sales funnel management, territory planning, and account growth strategies.**
- Prior experience with **technology-based learning or assessment solutions** preferred.
- Hands-on exposure to **on-ground marketing and event-based lead generation.**

### **Skills & Attributes**

- Exceptional **communication and relationship-building skills.**
- Strategic thinker with strong execution discipline.
- Data-driven and comfortable working with targets and performance metrics.
- Highly self-motivated, with an ownership mindset and comfort operating in a start-up environment.

### **Zones: Coverage and cities for personnel to be based**

- Zone 1: North – Delhi NCR, Rajasthan, Haryana, Punjab, Uttarakhand, Uttar Pradesh (West)
  - Base Location: Delhi NCR
- Zone 2: West – Maharashtra & Goa
  - Base Location: Mumbai or Pune
- Zone 3: East – West Bengal, Odisha, Jharkhand, Bihar, and North-East States
  - Base Location: Kolkata
- Zone 4: Central–West – Gujarat, Madhya Pradesh, Rajasthan (South & East belts)
  - Base Location: Ahmedabad
- Zone 5: South – Karnataka, Tamil Nadu & Kerala
  - Base Location: Bangalore or Chennai
- Zone 6: South–Central – Telangana & Andhra Pradesh
  - Base Location: Hyderabad

**To Apply, fill this form.** If your resume is shortlisted you will hear back from us within the next 7 days: <https://forms.gle/274iH7GJwkW8RQKj6>