

Global Account Manager

Industry Focus: Education Sector



Remote / Work from Home



Full-time



Global Coverage



Flexible Schedule

ROLE OVERVIEW

We are seeking an ambitious and strategic Global Account Manager to spearhead our international sales expansion within the education industry. The successful candidate will drive revenue growth, cultivate high-level stakeholder relations, and synchronize global promotional strategies to capture untapped market demand.

KEY RESPONSIBILITIES

- **Account Management & Growth:** Oversee the global account portfolio and assume direct accountability for driving sales volume expansion specifically targeted at the education vertical.
- **Market Development:** Proactively identify, analyze, and capture new or unserved market demand globally.
- **Campaign Coordination:** Supervise, control, and coordinate cross-border promotional activities and regional marketing campaigns.
- **Strategic Planning:** Formulate and deploy highly localized targeted go-to-market strategies for key international regions.
- **Stakeholder Alignment:** Establish, nurture, and maintain robust long-term relationships with principal client stakeholders and decision-making windows.
- **Cross-Functional Support:** Provide comprehensive assistance across all operational global topics to guarantee core business unit sales targets are consistently met.

REQUIREMENTS FOR SUCCESS

To excel within this position, candidates must demonstrate proficiency across the full 360-degree sales lifecycle:

- **Quota Performance:** A proven track record of consistently meeting or exceeding established annual sales quotas.
- **Lead Generation Capabilities:** Strong intrinsic ability to identify, research, and source high-value prospective business leads independently.

- **End-to-End Deal Execution:** Full autonomy in initiating the sales workflow from initial cold prospecting and appointment setting to executing high-impact presentations and matching business operational needs.
- **Proposal & Closing Mastery:** Expertise in drafting compelling commercial proposals, actively overcoming client objections, building strong corporate rapport, and driving definitive contract closures.
- **Account Optimization:** Capacity to successfully upsell and expand footprints within existing major accounts by introducing complementary business unit solutions, services, or innovative application alternatives.

REMUNERATION & EARNINGS STRUCTURE

\$3,000 – \$10,000++

PER MONTH • UNCAPPED EARNING POTENTIAL

- ✓ Performance-based career progression pathways
- ✓ Fully flexible work arrangements adjusted to your lifestyle

CORE BENEFITS

- **True Remote Flexibility:** Absolute Work from Home (WFH) parameters with complete location independence.
- **Empowered Autonomy:** Flexible daily schedule parameters to balance professional output and personal obligations.
- **Time-off Policy:** Access to an unlimited paid time off (PTO) policy framework to encourage long-term sustainable career performance.

This is a remote corporate placement. Equal opportunity employer. All applications are treated with strict confidentiality.