JOB OPENING: TELESALES MANAGER

About us:

uLesson is a venture-backed education technology business whose mission is to deliver high-quality, affordable, and accessible education to all Africans.

Our app hosts thousands of educational video tutorials that combine quality lessons delivered by experts in education, with digital animations and illustrations to explain key concepts; thereby, providing students with a learning experience that is unprecedented in its richness, scope, interactivity, and effectiveness.

We currently provide students between the grades of 4 and 12 with access to high-quality, curriculum-relevant, animated video lessons. At the moment, our uLesson App has been downloaded over 2 miliion times and we've been featured by credible media houses like CNN, Venturebum, Techcrunch, Quartz and Business insider.

Key Responsibilities
- Collaborate with Sales Manager to establish sales.
- Design and continuously refine Telesales operations and processes end to end.
- Recruit, train and retain only the best quality sales agents.
- Manage agent shifts and schedule to guarantee optimal performance.
- Measure and report all qualitative and quantitative performance metrics on both team and individual level.
- Consistently achieve sales targets.
- Maintain positive relationships and lines of communication with other teams and customer-facing stakeholders.

Qualifications and Skills
- Bachelor's degree in marketing or similar field.
- At least 3 years' Managerial level experience (preferably in telesales) with advanced sales skills.
- Ability to multitask.
- Good verbal and written communication skills.
- Ability to work well under pressure.
- Ability to write and present reports.
- Strong organizational skills

Compensation
- NGN 400,000 – NGN 750,000 monthly net

Location
- The Role will be based in Abuja, Federal Capital Territory.

Application Process:

- If you think you are qualified for the role, please send your updated CV to People@ulesson.com, telling us a bit about yourself.