

## Sales and Marketing Job Pack

Want to work for a company that transforms ordinary classrooms from the deepest ocean to the far flung reaches of outer space; all at the touch of a button? Do you want to inspire teachers to revolutionise teaching and learning using cutting edge technology? Do you have a background in the creative arts or education sectors?



**...we're looking for someone special**

**...hopefully it's you!**



## **about us.**

We are 4D Immersive, and we do brilliant things with lighting, sound and projection. We make school exciting, transforming classrooms into 4D Immersive Spaces... and word is spreading fast.

A 4D Immersive Space is an instantly adaptable environment. With just one press of our unique touch screen system pupils can be transported to a different country, time period or planet. This isn't just about technology though. We tackle full-on refurbishment of these spaces to create fantastic new learning environments. When we've finished a project, our innovative and award-winning spaces inspire young people and encourage creative thinking.

We are an energetic, creative company with a unique approach. We love what we do and, fortunately, so does everyone else. That's why we have grown massively in the last year, and things aren't slowing down.

**want to find out more?**

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## **about the job.**

### **in a nutshell...**

We are looking for a Sales and Marketing person (with a difference) who can generate new business opportunities. If you can turn prospects into customers without the hard sell, have a strong commercial awareness and understand the importance of creativity in learning we'd like to hear from you. This isn't your standard sales job, we know we're looking for one in a million but if you think you have the skills, experience and a CV to dazzle us then get in touch!

### **you will do this by...**

#### **1) working with customers**

- Expose customers to our product and show them how 4D Immersive Spaces can transform teaching and learning in their school or health setting
- Co-ordinate how we generate leads
- Turn leads into prospects and deliver the '4D story'
- Convert prospects into customers
- Sell, book, deliver & co-ordinate
- Design and run sales and marketing events

#### **2) working with data and creating information**

- Research where the money is
- Build the tools to deliver the 4D story
- Carry out impact studies and research
- Gather and collate appropriate monitoring and evaluation information

#### **3) working with colleagues and developing networks**

- Work closely with the marketing to raise the profile of the company and achieve maximum press coverage and publicity
- Expand and develop relationships with regional, national and international organisations and ensure the company profile is raised within the education and health policy sector
- Build & co-ordinate a network of creative practitioners to run workshops in our spaces

#### **4) working as an expert**

- Become our in-house policy expert
- Identify potential funding streams for our customers

This job description is not to be regarded as exclusive or exhaustive. It is intended as an outline indication of the areas of activity and will be amended in the light of the changing needs of 4D Immersive.

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## about you.

### your skills & knowledge

#### essential

- business savvy!
- ability to generate ideas of how we can develop new opportunities with our existing and future clients
- outstanding communication skills
- excellent presentation skills
- able to inspire clients and build long term relationships
- able to work under pressure and deliver to deadlines
- a visual thinker - you'll need to inspire clients during visits by helping them imagine how their new space might look
- fast learner - we're moving fast so you'll need to keep up!

#### desirable

- broad awareness of the education and health sector and emerging policy
- educated to degree level

### your experience

#### essential

- able to demonstrate a proven track record of achievement and success in sales and aftercare
- experience of working in/with schools and health

#### desirable

- previously worked as a teacher or creative education manager
- experience in running impact studies or gathering research data
- at least 4 years' relevant experience in the creative or education sector

### your personality

#### essential

- persuasive
- people orientated
- creative & innovative
- credible
- flexible
- organised
- self motivated
- team player
- a great sense of humour and a willingness to take risks
- able and willing to travel

#### desirable

- make a good cup of tea!

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### **we can offer.**

- A salary of £22,000 - £24,000 p.a. plus a performance based commission
- 20 days' holiday plus bank holidays
- A great place of work at The Sharp Project, Thorp Road, Manchester.
- Hours of work are 37.5 per week
- Excellent support & good ethics
- A fun, friendly yet focused working environment
- A chance to be part of a multi award-winning high growth company
- Genuine potential for long term progression and professional development

### **how to apply.**

#### **application**

Send:

- a copy of your CV
- a covering letter telling us why we can't live without you to [colette@4dimmersive.com](mailto:colette@4dimmersive.com) quoting reference number MM2011.

**Competition is likely to be extremely high for this position so make sure you stand out.**

Please note the closing date for receipt of applications is Friday 2 September at 5pm.

This position will commence from the start of October 2016.

4D Immersive is committed to safeguarding and promoting the welfare of children and young people and therefore follows safe recruitment, selection and vetting procedures. The successful applicant will be required to apply for an Enhanced Disclosure (DBS). A disclosure is an impartial and confidential document that details an individual's criminal record and where appropriate gives details of those who are banned from working with children.

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