

## VACANCY: Inside Sales (Padova)

*Guide inbound interest to confirmed course bookings with care, clarity and attention to detail.*

**Contract type:** Full-time, 38h/week

### Who we are

Teachersrise offers Erasmus+-funded training courses for teachers across Europe. We combine high-quality learning with cultural activities, accommodation, and additional services as part of the overall offer. We're a small, international, growing team that values good communication, supportive collaboration, practical solutions and excellent service.

### The role

We're looking for someone who can guide teachers and schools from their first enquiry to a confirmed course booking. The role involves frequent phone communication, supported by email, and hands-on work inside the system to check availability, align schedules and build viable course combinations. All contacts come from inbound enquiries — no cold calling and no active prospecting required. Leads are generated by our marketing activities. Solutions are developed in the system first, and discussed with schools afterwards.

This role is ideal for someone who enjoys talking to people, understands their needs, and loves managing details to close bookings. This is a sales role with a fixed salary plus a results-based bonus scheme. Are you ready to join us?

### What you'll do

- Respond to enquiries from teachers and schools and guide them through the booking process mainly by phone.
- Turn availability, preferences and constraints into confirmed course bookings
- Coordinate smoothly with our Operations team through a simple ticketing workflow.
- Use the CRM to process sales administration, and handle documents schools may need when booking through institutional channels.
- Work collaboratively within a small team in an international context.

### What we're looking for

- Fluency in Italian and English (around C1 level).
- Sales skills powered by active listening and an ethical service mindset, with a drive to close.
- Strong communication skills, combined with a logical, solution-driven mindset.
- Organised and detail-oriented when working with digital tools and CRM processes.
- Open, collaborative, and able to work independently.

### What we offer

- A welcoming, supportive team where your contribution matters and knowledge is shared openly.
- Clear processes, tools, and training to help you feel confident in the role.
- Opportunities to grow as our organisation continues to expand.
- Employment contract under "CCNL Scuole Laiche ANINSEI" with RAL €26,000–€32,000
- Performance bonus scheme from day one (up to +20–30% of RAL)
- Comprehensive supplemental health coverage.
- Additional benefits linked to performance and results, agreed over time.
- Possibility of smart working (1–2 days/week) after 12 months, based on results.

**How to apply:** Ready to join us? Please use [this link](#) to submit your application.