SpurrCampus
c/o Spurr Empire Limited | Kingston, Jamaica
www.spurrcampus.com

WE'RE HIRING

Part-Time Sales & Onboarding Representative

About SpurrCampus

At SpurrCampus, we're excited about using technology to make school life safer, simpler, and more connected. Our platform helps schools streamline student movement and attendance tracking, simplify student information management, and strengthen communication between schools, parents, and staff.

If you're passionate about technology, enjoy connecting with people, and love the idea of helping schools embrace positive change, we'd love to meet you!

About the Role

We are seeking an enthusiastic, results-driven representative to introduce SpurrCampus to schools, build relationships with decision-makers, demonstrate the platform, and guide new schools through successful trials and onboarding.

This is a part-time, hybrid role combining remote sales activities with scheduled school visits.

Key Responsibilities

- Identify and engage prospective schools through calls, emails, referrals, and scheduled visits.
- Build relationships with school owners, principals, and administrators.
- Conduct online and in-person product demonstrations.
- Guide schools through trials, initial setup, and onboarding.
- Follow up with prospects and convert trials into paid subscriptions.
- Maintain sales records and meet agreed monthly activity and conversion targets.

Requirements

- Experience in sales, business development, customer acquisition, or a related field.
- Strong communication, presentation, and interpersonal skills.
- Confident using computers, mobile apps, and online tools.
- Self-motivated, organized, and able to work independently and visit schools.
- Access to a reliable internet connection and telephone.
- Education or technology sales experience is an advantage.

Performance Expectations

This is a target-driven position with minimum monthly expectations for lead generation, product demonstrations, activated school trials, and conversion into paying customers. Specific targets will be discussed during recruitment.

Compensation & Benefits

- Fixed monthly base compensation, plus incentives for qualifying activated trials and commissions for paying schools.
- Reimbursement of approved business travel expenses.
- Product training, sales support, and an opportunity to grow with SpurrCampus.

Location & Working Arrangement

Location: Kingston, St. Andrew, St. Catherine (including Portmore and Spanish Town), and surrounding areas.

Schedule: Part-time, with flexibility for school visits and demonstrations.

Arrangement: Hybrid - primarily remote prospecting and follow-up, with in-person visits as needed.

How to Apply

Send your CV and a brief cover letter outlining your relevant sales experience to **jobs@spurrempire.com**.