

NYC Director of School Partnerships Job Description

Position Overview

We are looking for a dynamic, high-performing Director of School Partnerships with experience selling technology products and services through school presentations, over the phone, and via web-based presentations. You will be responsible for managing our New York City business portfolio and proactively reaching out to ensure client satisfaction/retention while continuously hunting and closing new business. The ideal candidate has a history of bringing on new business and hitting sales quotas, and loves the challenges that come with outbound prospecting in a competitive market.

Responsibilities for the Director of School Partnerships

- Create a tactical territory development plan, including active sales pipeline and implementation, to build new profitable business
- Prospect and close new accounts, from identification of prospects to closing
- Develop expansion and renewal business with assigned accounts in the territory
- Track and report progress with implementation of strategic plan and provide ongoing forecasts
- Manage and document progress and activity in company CRM
- Perform analysis to determine opportunities in the NYC market
- Monitor contracts implementation from contract performance, customer payment terms, to delivery terms
- Build and maintain long-lasting customer relationships
- Present products and services to prospective clients
- Remain in frequent contact with the clients in your responsibility to understand their needs

Qualifications for Director of School Partnerships

- Proven experience in K-12 sales, or in other sales roles
- Knowledge of market research, sales and negotiating principles
- Outstanding knowledge of Google Suite tools and Zoho CRM is a plus.
- Excellent communication/presentation skills and ability to build relationships

- Organizational and time-management skills
- A business acumen
- Enthusiastic and passionate
- Teaching experience highly desired; principal experience is desirable.

Other Important Information:

- Position reports to the Chief Revenue Officer
- The territory is primarily the five boroughs of New York City, however additional opportunities may be provided
- Incentive compensation and SPIFs will be offered in addition to a competitive base salary
- Comprehensive medical, dental, and life insurance benefits will be provided, along with a monthly cell phone allowance.
- Preference will be given to candidates who reside in New York City or within a short commute radius.