

School Partnership Developer Job Description

Position Overview

We are looking for a dynamic, high-performing inside sales leader with experience selling technology products and services over the phone, and via web-based presentations. You will be responsible for developing our national business portfolio by 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 School Partnerships Developer

- Create a tactical territory development plan, including an active sales pipeline and implementation, to build new profitable business
- Prospect and close new accounts, from identification of prospects to closing, if possible. Substantial opportunities may be passed to field sales people at management discretion but will remain commissionable.
- Develop expansion and renewal business with assigned accounts.
- Track and report progress with implementation of your plan and provide ongoing forecasts
- Manage and document progress and activity in company CRM
- Perform analysis to determine opportunities across the market
- 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

Other Important Information:

- Position reports to the Chief Revenue Officer
- The territory is national, however focus states will be assigned.
- 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.