

JOB DESCRIPTION: REGIONAL SALES REPRESENTATIVE - COLORADO

Demonstrated success at managing multiple tasks in a fast-paced environment

Salary: Competitive Plus Commission

Position Location: Regional Satellite / Home Office

Corporate Offices: Santa Clara, CA

Time Base: 100% (252 days)

Vacation: 10 vacation/personal/sick days, 10 holidays

Close: Until filled

At SchoolCity, teaching and learning drive everything we do. From robust, College & Career-ready technology and resources, to personalized professional development and customer support, SchoolCity provides the tools school districts need to help students, teachers, and administrators succeed.

The SchoolCity integrated product line brings a comprehensive Learning Ecosystem to districts nationwide, including curriculum, instruction, and our flagship assessment solutions. Based in California's Silicon Valley, SchoolCity has been working with schools to increase student achievement since 1999. Our products feature the most powerful yet user-friendly interface; our partnerships bring best of class content; and our team of educators and technologists bring it all together with the district, their teachers, and, ultimately, the students in mind. We exist so that students may achieve.

Position Description

Due to tremendous growth, SchoolCity is currently seeking a talented sales representative to cover the Colorado territory. This state territory is newly established with new and highly satisfied customers, allowing high leverage and growth potential.

SchoolCity sales representatives work directly with school district management to understand district needs in assessment, curriculum, and accountability to deliver high quality solutions. We are looking for a regional sales representative to engage prospects and customers to help teachers, students and administrators meet their ever increasing requirements. In addition to a highly competitive base salary and commission structure, SchoolCity Representatives receive mileage, travel expenses, benefits package, and opportunities for advancement.

The ideal Candidate is a hardworking, accountable, and self-motivated individual with 2-5 years successful sales experience in K-12 educational sales and/or a related educational field, B2B software selling experience will be considered.

Responsibilities

- Sell SchoolCity products and services through sales calls and sales presentations to prospective customers. Includes interacting directly with customer, determining customer needs, and evaluating sales potential.
- Generate new client opportunities through established and other lead sources (e.g., conferences, webinars, website, current client networking, etc.) and bring to sales close.
- Develop and execute territory plans to achieve sales objectives and exceed quota.
- Build and deliver on an accurate territory pipeline.
- Utilize SchoolCity & partner products plus resources to provide solutions to customers' needs.
- Travel within the assigned territory and to industry tradeshow as required.

Qualified Candidates must have / be:

- 2-5 years sales experience
- demonstrated track record of achieving and/or exceeding sales quotas
- excellent strategic sales skills
- experience with Salesforce (or another CRM) preferred
- strong product demonstrations skills in person or online
- effective verbal communications and superior written communication skills
- superior organizational and interpersonal skills
- passion for bringing technology into the classroom
- tech savvy and quick study

Qualified Candidates must be able to:

- navigate software and utilize technology to the fullest
- create real relationships and turn clients into partners
- create and deliver online and onsite sales presentations
- work collaboratively and effectively with diverse staff, colleagues, and clients
- travel 50% of time
- maintain confidentiality
- successfully navigate sales process and close sales both in the field or via telephone/email
- provide detailed product aligned answers while developing professional credibility and trust with customer

SchoolCity Inc. is an Equal Opportunity Employer.

Interested and Qualified Candidates please provide resume to jobs@schoolcity.com.