

**POSITION:** Partnerships Representative (Account Executive) - West Coast

**ROLE DESCRIPTION:** As a LearnPlatform Partnerships Representative, you will be responsible for developing and implementing a sales strategy within a defined territory to demonstrate and sell the leading education technology management platform (SaaS) to K-12 and higher education organizations. This exciting position on a high-growth, fast-moving partnerships team offers a base salary plus commission and bonuses for sales performance. Partnerships Representatives are either based at Lea(R)n's HQ in Raleigh, NC, or reside in their territory, and report to the Vice President of Partnerships.

**RESPONSIBILITIES:**

- Generating new business revenue and acquiring new clients in a defined region of the U.S.
- Cold calling, emailing and building rapport to uncover and qualify sales opportunities
- Conducting virtual and face-to-face meetings with prospective clients to share value proposition
- Identifying needs, explaining product capabilities, overcoming objections, demonstrating technology solutions and closing sales
- Meeting and exceeding sales quotas
- Leveraging Salesforce.com to maintain and offer visibility to a growing pipeline
- Conducting virtual meetings, presentations and demos, travelling to school districts and institutions of higher education throughout territory, attending conferences
- Regularly communicating with VP of Partnerships and sales/marketing teams
- 30% travel required

**SKILLS AND QUALIFICATIONS:**

- BS or BA degree
- 3-8 years successfully working in an outside sales role
- Excellent verbal and written communication skills
- Understanding of education technology industry
- Experience selling into K-12 districts and/or higher ed institutions in the U.S.
- Credibility (rolodex) in education circles from working with instructional technology/digital learning directors, curriculum and instruction and/or superintendents
- Proven needs analysis, positioning, business justification and closing skills
- A focused, goal-oriented, self-motivated mindset and approach
- Sound, adaptable presentation skills and comfort with technology
- Proficient in MS Office Suite and Google apps for business
- Ability to work in a fast-paced, high growth company environment
- Relentless excitement and a sense of humor!

**EXPERIENCE:** Minimum 3 years of work experience in outside sales role selling to K-12 school districts. Experience selling learning management systems and/or data analytics tools is a plus.

**LOCATION:** Raleigh, North Carolina or In Territory. Currently hiring in California, Northeast and Southeast United States.

### **ABOUT LEA(R)N**

Amongst the fastest growing education technology solutions in the US, LearnPlatform connects the largest network of educators, administrators and organizations improving student outcomes through data-driven instructional, budget and resource decisions. Designed with, by and for educators and administrators, the research-based, configurable LearnPlatform manages all aspects of edtech with a single system to organize, streamline and analyze all learning tools. The Lea(R)n team establishes and elevates standards of practice that drive personalized learning at scale, student achievement and equitable access to education technologies.

### **HOW TO APPLY**

If you are interested and believe you are the best qualified candidate for this position, please tell us why by emailing [jobs@learnplatform.com](mailto:jobs@learnplatform.com).

Please include or link to your:

- Cover Letter
- Resume
- LinkedIn Profile