



Job Description - Account Executive

About Seminar:

Seminar Co. is a private online community and knowledge-sharing platform for leaders committed to social impact. Initially focused on charter schools, Seminar is expanding to education nonprofits, school districts, private schools, and other nonprofits. As an early-stage company with strong momentum, we've secured pre-seed funding and partnerships with influential organizations in the charter school sector. At Seminar, we value collaboration, innovation, and dedication to social impact. We foster an inclusive and supportive work environment where every team member's contributions are valued.

Opportunity in Joining Seminar:

- **Ground-Floor Opportunity:** Help build an innovative organization from the ground up.
- **Career Growth:** Grow with us and shape your career as the organization expands.
- **Autonomous Work Environment:** Enjoy the freedom to work independently and make impactful decisions.
- **Remote Flexibility:** Work from anywhere in the U.S., balancing work and life on your terms.

Responsibilities:

- Develop strong science-based sales processes and effectively manage all phases of the sales cycle. Proactively coach colleagues on approaches.
- Perform detailed research on prospects' infrastructure and situations and develop an understanding of organizational structures and situations. Build and maintain strong, long-lasting relationships with each one.
- Effectively articulate the Seminar value proposition and demonstrate the benefits of Seminar memberships.
- Collaborate with the co-founders, data, marketing, and engagement colleagues. Brief engagement team members and work closely with them to ensure the successful onboarding of new customers. Lead quarterly calls with group members to support renewal efforts.
- Forecast and track key account metrics, including pipeline management, demonstration activity, marketing activity, and sales reporting. Maintain CRM.
- Innovate and build with us in all the above areas. Be prepared to take on additional tasks and responsibilities as needed to support the growth and success of Seminar.

**Compensation and Benefits:**

- Competitive salary with bonus potential.
- Comprehensive benefits package including health insurance, paid time off, and professional development opportunities.
- Opportunities for career growth and advancement within the company.

Qualifications:

- 5+ years of experience in a combination of business development and education.
- Proven track record of achieving business growth and development goals.
- Familiarity and comfort with data.
- Excellent communication, interpersonal, and leadership skills.
- Ability to work independently and manage multiple tasks efficiently.

Equal Employment Opportunity:

Equal employment opportunity and respect in the workplace are fundamental principles at Seminar. We prohibit and do not tolerate harassment, intimidation, bullying, discriminatory, or retaliatory behavior. All aspects of your employment are based upon your personal capabilities and qualifications, without regard to race, color, religion/creed, sex/gender (including pregnancy and gender identity), sexual orientation or perceived sexual orientation, national origin, alienage or citizenship status, disability, age, military status, marital status, partnership status, status as a victim of domestic violence, genetic predisposition or carrier status, or any other protected class as established by federal, state, or local law.

Non-Discrimination Statement:

Seminar does not discriminate in any programs or activities on the basis of sex, race, creed, religion, color, national origin, age, veteran or military status, sexual orientation, gender expression, gender identity, disability, or the use of a trained dog guide or service animal and provides equal access to the Boy Scouts and other designated youth groups.

Apply Now:

If you're passionate about social impact and ready to take on a dynamic role in a growing organization, we want to hear from you! Visit seminar.community/careers to apply.