

Position: Education Software Sales Associate

The education software sales associate (ES Sales Associate) is responsible for sales generation and growth within the United States. Edway Online, Inc. is seeking knowledgeable and capable sales individuals with a proven track record of selling educational software, LMS, and web-based instructional technology. The ES Sales Associate must meet corporate sales, revenue, operational and strategic goals.

Specifically s/he will be responsible for:

- Attaining direct sales objectives for the defined strategic markets
- Working with the CEO to identify strategies and tactics as well as developing a strategic business plan to successfully achieve the targeted sales for these markets.
- Identifying and providing leadership for strategic sales opportunities with prospective customers
- Actively participating in all Sales Management Meetings
- Reporting: submitting weekly reports to management that reflect closed business, forecasted business, pipeline development and other management issues or concerns.

Required Experience

- Bachelors degree, a Masters is preferred but not required
- 2-4 years of experience in education software sales, using a consultative, solution selling approach or professional services
- Experience in an e-learning environment
- Proven successful track record in achieving and exceeding sales/prospecting quotas on a regular basis.
- Proven ability effectively managing client relationships.
- Ability to manage sales opportunities in a structured and documented fashion.
- Knowledgeable and experienced in sales management and sales generation
- Exemplary high standards of customer service, honesty, and integrity
- Ability to use initiative in identifying, addressing, and resolving day to day issues and challenges.
- Willingness to go the extra mile to support the team and customers.
- Strong and engaging personality that customers will appreciate and respond to.
- Willingness to work appropriate hours to complete tasks, meet goals, and support required travel.
- Strong project management and coordination skills; and ability to excel in a fluid, cross-functional team environment.
- Must possess strong leadership, motivational, and presentation skills
- Must be self-facilitated, self-directed, and self-motivated

To apply e-mail a resume and cover letter describing your experience and salary requirements to careers@edway.com