

Account Manager Educational Sales

Description

Description: We are seeking a full-time Account Manager – Educational Sales (also referred to as Account Manager – Inside Sales) to join our Varsity Tutors for Schools team and drive the growth of our K-12 institutional business and our subscription products! In this critical role, you will build and nurture relationships with educators and school administrators in K-12 districts across the United States and drive sales of paid solutions to those school districts. Your primary objective is to showcase and promote our innovative Varsity Tutors for Schools product suite, designed to revolutionize learning with district-wide live tutoring. A successful Account Manager – Inside Sales has a deep passion for cutting-edge technology and a proven SaaS/B2B sales success record. This position is ideal for individuals who excel in a fast-paced environment, have a ferocity for exceeding goals, and are dedicated to making a meaningful impact on students and K-12 schools. The perfect candidate will possess a fervent enthusiasm for K-12 sales, bolstered by exceptional interpersonal skills that enhance product engagement and drive sales. Your role as an Account Manager – Inside Sales will involve a balanced approach to managing both inbound and outbound leads. You will develop and refine sales strategies, work in close collaboration with our territory leaders, and focus on maintaining and expanding relationships. We are looking for someone with a cooperative spirit, outstanding organizational abilities to handle multiple accounts effectively, and a relentless drive for success. If this sounds like you, we invite you to apply and play a key part in our mission-driven journey! About Nerdy: Nerdy (NYSE: NRDY), the publicly traded parent company of Varsity Tutors, is a leading platform for live online learning, with a mission to transform the way people learn through technology. The Company's purpose-built proprietary platform leverages technology, including AI, to connect learners of all ages to experts, delivering superior value on both sides of the network. Nerdy's comprehensive learning destination provides learning experiences across 3,000+ subjects and multiple formats including one-on-one instruction, small group classes, large format group classes, and adaptive self-study. Nerdy's flagship business, Varsity Tutors, is one of the nation's largest platforms for live online tutoring and classes. Its solutions are available directly to students and consumers, as well as through schools and other institutions. Nerdy is a publicly traded company on the New York Stock Exchange. Learn more about Nerdy at <https://www.nerdy.com/>. Qualifications: 2+ years of inside sales experience (ed-tech/SaaS preferred) and track record of exceeding sales targets. Proactive, energetic self-starter; well-organized, personable, and a quick learner who thrives in a fast-paced environment with a track record of exceeding sales goals. Ability to persuasively sell Varsity Tutors' learning tools and services and clearly articulate the distinct competitive advantages over other tutoring programs/vendors. Confident communicator with active listening skills and the ability to build rapport and outline a general buying vision. Strong problem-solving skills and ability to adapt quickly in a fast-paced environment. Excellent verbal and written communication skills. Demonstrated professionalism and composure in interactions with stakeholders at all levels of schools or district leadership. Ability to work independently and multitask. Comfort with ambiguity as we test and learn how to best meet the needs of school partners. Experience logging and tracking work in a Customer Relationship Management (CRM) system. Understand and appreciate that Nerdy is an apolitical company and that we can have the largest impact if we are united in our focus on helping people learn and not divided or distracted by advancing unrelated causes. Responsibilities: Manage and drive a robust sales pipeline using inbound/outbound lead campaign strategies Consult with school and district leaders and persuasively communicate the impact and value proposition of our learning tools and services. Effectively

Hiring organization

Varsity Tutors

Job Location

Kennewick, Washington, United States

Base Salary

\$ 50000 - \$ 105000

Date posted

May 30, 2024

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address questions and challenges from school district leaders and overcome objections and obstacles. Manage existing school district accounts with the ability to strengthen and extend long-term partnerships. Facilitate a consultative conversation to understand school/district needs and recommend a customized solution. Gather feedback to help improve and focus the efforts of account executives and our go-to-market (GTM) strategy and enhance Varsity Tutors for Schools product offerings. Sell additional support services to schools and districts to achieve targeted sales quotas. Manage long-term relationships and execute contact and engagement strategies for school or district-level accounts. Educate school partners on student product usage, engagement, and further opportunities to partner in improving student outcomes. Generate upsell opportunities and close deals with school-based contacts to achieve sales quotas. Collect and share customer feedback with a cross-functional team to drive continuous improvement of products and solutions. Assist with outbound calling and other projects as needed for the Varsity Tutors for Schools team. Varsity Tutors Leadership Principles: Relentless Focus on Customers | Comfort with Ambiguity | Ownership | Simplify | Intellectual Curiosity | Build Teams | Think Big | Insist on High Standards | Bias for Action | Build Trust | Go Deep | Have Conviction | Deliver Results | Are Right, a Lot Benefits/Culture: Competitive Salary and Variable Compensation Healthcare Plans (Medical, Dental, Vision, Life) 401k Company Matching Plan Maternity, Paternal, and Adoption Leave Fully Remote Position Flexible PTO and Holidays Free Learning Membership for you and your household (1-1 tutoring hours, unlimited use of on-demand services, and access to our online classes) Unique opportunity to help transform how the world learns! Fun, collaborative, and team-oriented work environment with plenty of training and a feedback-rich culture Varsity Tutors is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status. (INDHP) Please mention the word ****MIRACULOUSNESS**** and tag RMjQuMTQwLjIwNS4xMTA= when applying to show you read the job post completely (#RMjQuMTQwLjIwNS4xMTA=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via RemoteOK.com