

Title: National Account Manager

Summary:

This position reports to the VP of Sales and is expected to provide sales leadership over the Company's Heartland sales territory. This territory currently includes Louisiana, Arkansas, Oklahoma, Missouri, Nebraska, North & South Dakota, Minnesota, Colorado, Utah and Nevada. This position is responsible for proposal development and execution of marketing programs as well as providing overall sales support. Essential functions and responsibilities include the following:

Essential Functions:

- Set strategy for territory development, relationship building and meeting sales objectives;
- Meet or exceed territory specific sales objectives by actively presenting to potential customers and demonstrating proprietary software systems and Solutions;
- Increase market share by calling on a range of school districts that are not current clients – including districts of all sizes – and presenting our full range of products to the appropriate decision makers;
- Increase penetration within existing customer base by cross-selling add-on products and new products;
- Prepare written proposals, presentations and price quotes as necessary in the selling process.

Responsibilities:

1. Provide weekly and monthly reporting to the Sales Coordinator.
2. Manage travel and administrative costs directly attributable to the assigned region;
3. Extensive travel to client sites.
4. Provide guidance to the Product Managers and Sales Manager in terms of market strategy, regional sales priorities, and sales-related tasks and competitive information;

Qualifications:

- ◆ 5 – 8 years of selling experience;
- ◆ Knowledge of and experience with either large technology sales or sales within the education market is required, experience is preferred;
- ◆ Strong solutions selling and closing skills are critical success factors;
- ◆ Excellent verbal and written communication skills;
- ◆ Literate with standard computer software packages required to perform job duties including Microsoft Word, PowerPoint, and Excel.

Education:

B.A. or B.S. degree or equivalent experience required.

TO BE CONSIDERED PLEASE FOLLOW THE FOLLOWING SUBMISSION PROCEDURE:

1. Submit your resume in a Microsoft Word attachment to nam@eschoolsolutions.com;
2. Include salary requirements, range or history and a brief statement explaining why you are qualified.

eSchool Solutions, Inc. is an EEO/AA Employer M/F/V/D

