



Accelerate Learning, Inc.

Inside Sales Representative

JOB DESCRIPTION

SUMMARY:

The Accelerate Learning Inside Sales team serves the public, private and charter school communities. If you are a driven, dedicated, problem solver and relationship builder and are interested in providing solutions to improve K-12 STEM education, then we want to meet you!

This career opportunity is perfect for a candidate who wants to learn the ropes of an inside sales position and grow within an organization. The inside sales representative's role is to prospect, qualify, and build relationships with new customers, including senior-level district administrators, as well as retain and extend those relationships with our existing client base. The inside sales representative is also responsible for the development of sales, training and implementation of digital programs at the elementary, middle and high school grades.

This position requires the inside sales representative to become well versed in all products, beyond basic features and benefits, as they work closely with customers to determine optimal solutions to meet the needs of teachers, administrators and most importantly the students.

This account manager will work in our inside sales department and will work out of our corporate office located in Houston, Texas. Candidate must be self-directed and focused on the achievement of revenue goals. Applicants looking to break into inside sales are encouraged to apply.

QUALIFICATIONS:

Required:

- Bachelor's degree
- Houston based

Successful candidates for the position should possess:

- Transferable sales skills from retail, customer service or other relevant positions.
- A professional yet friendly customer service attitude that will enhance the candidate's ability to perform well and grow within this service-oriented company.
- A conscientious, highly motivated self-starter, who is detailed-oriented, a strategic thinker and possesses effective time management skills that focus on long-term success.



Desirable but not required:

- Previous sales or educational experience with digital learning systems in a classroom environment would be a strong advantage.
- Familiarity with sales and purchasing cycles as they relate to school district, Title I, and other Federal funding guidelines will present a strong advantage.
- Successful sales experience selling within a K-12 market.
- Previous experience selling or working with technology products.
- Experience using Salesforce.com.

A successful candidate will become part of a creative team focused on enriching education. A passion and dedication to the cause of helping all students perform to their highest potential is essential.

In addition to a base salary and bonus potential, Accelerate Learning Inside Sales Representative position offers an excellent benefits package and outstanding opportunities for advancement.

MISSION:

We are focused on becoming the preeminent and most effective digital PK-12 STEM (Science, Technology, Engineering, and Math) resource used by teachers, students, and parents as measured by adoption, usage, and results.

VISION:

We help teachers adopt effective STEM instructional practices to improve student performance and increase the engagement of students and parents through high quality, customized, standards-aligned, and hands-on digital STEM curricula and resources.

ABOUT US:

At Accelerate Learning, Inc. we understand that student success does not happen without great teachers. We also understand that teachers need support. We do everything by looking first through the lens of a **TEACHER** and asking, "What makes sense for the science classroom of today...and tomorrow?" Accelerate Learning, in conjunction with Rice University, has created STEMscopes™, used by over 3.5 million students in 47 states. Affordable for schools, engaging for students, and easy to use for teachers, STEMscopes drives student achievement by supplying teachers with comprehensive core content and supplemental activities delivered in customizable ways that can be adapted to unique teaching and learning styles.