

Agile Mind Job Description

Title

Manager of Educational Partnerships (Inside Sales Representative)

Summary

The Manager of Educational Partnerships represents Agile Mind in driving lead generation, prospecting, and direct sales efforts to secure revenue and renewal goals in the designated geographic territory, selling to school districts and other institutions that serve students in grades 6 – 12. This requires working with district leaders, school leaders, and teachers to secure partnerships for the use of Agile Mind programs and services in mathematics, science, and the emerging field of Academic Youth Development. While primarily an individual contributor, this dynamic person works under the direct supervision and on-going support of the Director of Sales and in partnership with the Director of Educational Partnerships (DEP) and the Regional Vice President (RVP) (the Outside Sales Team) for the geographic territory and serves as a liaison for their managed accounts with professional development and service colleagues in building enduring, retainable partnerships.

About Agile Mind

Our mission—and our promise to our partners—is to provide the programs, the tools, and the instructional improvement systems needed to transform student engagement and achievement through exemplary, sustainable teaching practices.

Agile Mind was founded to enhance both equity and high achievement in mathematics and science. In collaboration with the Charles A. Dana Center at the University of Texas at Austin and leading educators throughout the country, the company has developed, continuously tested, and improved resources that enable educators and education systems to support rigorous instructional experiences for all students.

In representing Agile Mind, our Sales Professionals need to embrace the highly mission-driven calling and the professionalism appropriate for such respected research collaborators and to conduct business according to the highest professional standards.

Principal Duties and Responsibilities

- Actively participates in the development, management, and execution of the strategic territory plan that drives quota achievement, retention goals, territory growth, successful implementation and growth of existing accounts in assigned territory by acting in a project management role for the team.
- Spend 40% of time engaged in extensive outbound/inbound calls and territory prospecting activities that result in initial calls to generate excitement, a product demonstration, a meeting set for a DEP, a passed lead and or an opportunity added to the territory pipeline for another team member while demonstrating professional phone/follow-up skills; inflection, articulation, use of language, listening, and business vocabulary.
- Spend 40% of time building and maintaining an individual sales pipeline that results in sales of Agile Mind products and services

- as outlined in the territory sales plans, and
 - using our SalesForce.com usage policies,
 - directly contributing to the attainment of quarterly sales quotas.
- Initiate, build, and maintain relationships with current partners at multiple levels to effectively manage accounts (partnerships) to meet or exceed renewal goals.
 - Conduct online demonstrations of the programs to identify opportunities, advance opportunities and close business by highlighting the features, benefits and effectiveness of Agile Mind products and services.
 - Accurately record sales and business activities and report to management in a timely fashion, primarily via salesforce.com, including accurate weekly forecasts to Sales Directors.
 - Work closely with professional development and service colleagues and corporate staff to successfully initiate new district program enactments.
 - Engage in prospecting activities for the team that utilize market intelligence and information about educational trends in the assigned territory that result in successful events and or campaigns that uncovers new opportunities.
 - Work closely with professional development and service colleagues and corporate staff to successfully initiate new district program enactments.
 - Occasionally represent Agile Mind at regional events and conferences to build brand awareness and qualify new sales leads for self and other Agile Mind Sales Professionals as outlined the territory sales plans
 - Participate in and successfully complete annual training sessions that may require travel
 - Use consultative and professional sales tactics that include:
 - Pursuing a deep understanding of a potential partner's goals and aspirations while uncovering obstacles and identifying key decision points
 - Sharing the vision of Agile Mind with passion and persuasion resulting in a strong match between partner needs and Agile Mind mission
 - Building a foundation with all stakeholders, especially leadership buy-in and will to act, for a successful implementation
 - Working in concert with each partner to understand funding and purchasing processes necessary to formalize the partnership
 - Ensuring all contractual considerations become fully executed and the partnership is launched in a timeline that best meets the needs of teaching and learning

Job Specifications

1. Bachelor's degree in education or related field preferred
2. Basic knowledge of educational issues and needs of districts, schools, and states
3. Basic knowledge of selling to education systems; math instruction and related product experience preferred

4. Evidence of strong communication skills, telephone and online presentation skills, and solution or enterprise level sales experience
5. Computer application skills, including salesforce.com and ability to master online/digital products
6. Knowledge of organization structure in the public and private educational system, as it relates to the creation of responsive sales plans
7. Background in educational sales, marketing, or education is highly desired. This includes understanding of the educational marketplace in general and how Agile Mind products and services intersect within that marketplace

How Success will be Measured

- Achieve or exceed annual renewal rate of 80%
- Contribute to the success of the team with activities that include:
 - Setting at least eight meetings a month for a team member
 - Passing at least 5 qualified leads per month to a team member
 - Assist in work to engage a contact or district that has eluded the team
- Meet or exceed team individual and team monthly, quarterly and annual sales quotas and goals
- Successfully negotiate Partnership Agreements that are beneficial to school districts and students, as well as to Agile Mind: solving a customer problem while providing a profitable and appropriate implementation for Agile Mind
- Create enactments that result in partners that are raging fans of AM
- Build a reputation within Agile Mind for being fully engaged in growing the business in professional manner, proactively problem-solving, and offering suggestions on how we can improve as an organization.

Working Conditions

The position requires a self-directed, motivated, and independent work style and a desire to work with diverse customers and colleagues in the educational marketplace. In-depth product knowledge and understanding of customer needs are necessary as is in-depth understanding of company policy regarding expenditures, pricing policies, and other issues that bear on purchasing decisions and requirements.

Vibrant, intense, and sometimes high-pressure position requiring the ability to plan, organize and prioritize multiple projects and assignments, while communicating professionally. High volume and broad scope of work as well as the need to meet internal and external deadlines are part of this position. A successful candidate must be able to quickly absorb a variety of information and effectively incorporate it into everyday assignments both in terms of setting priorities and in producing written materials that are acceptable in form and content to the academic community. A high degree of decision-making ability is required in the process of effective territorial management. Employees thrive in a continuous learning environment and are adaptable to change.

Disclaimer

This position description should not be interpreted as all-inclusive and Agile Mind reserves the right to add, change, modify or reduce the duties indicated at its discretion.