



## Account Executive

### **JOB LOCATION**

Field-Based (Home Office)

### **BASE SALARY**

\$65,000-\$75,000

XanEdu offers a generous commission/bonus structure. Health, Dental, 401K matching and other benefits are offered.

### **JOB DESCRIPTION**

XanEdu is the nation's leader in delivering scalable custom publishing solutions, in print and digital formats, to the K12 & Higher Ed Communities.

Due to explosive growth XanEdu is achieving in the K12 market, we are actively seeking experienced Account Executives in multiple territories to play a critical role in growing the XanEdu K-12 business. This field-based, growth-oriented position will primarily focus on developing qualified prospects into revenue producing partnerships.

With the aid of best-in-class sales processes, techniques and technologies, you will be empowered to shape sales/customer relationships for XanEdu's customers who are adopting industry-leading products and services. You will serve as a central point of contact for the customers across your territory, closing new business and managing customer relationships. As an Account Executive, you will work directly with customers, our sales team and implementation partners to achieve quarterly and annual sales quotas - closing net-new business, as well as managing and growing XanEdu's existing book of business. You will be expected to utilize modern selling and marketing techniques and tools to communicate effectively with key business decision makers. Ideal candidates will be very well networked and possess strong relationships within school districts in their territories.

### **DESCRIPTION OF THE FUN**

- Identify targets and align XanEdu's value proposition showing schools, districts, regional offices and state departments how they can meet a new bar for excellence and reinvent themselves for the next decade by embracing XanEdu's best in class services.
- Quarterback your territory to achieve all goals including sales strategy from prospect to closure; manage your territory as the main point of contact for your customers, overcome objections and negotiate successful partnerships.
- Successfully reach targets to maintain an effective pipeline including both renewal and new revenue opportunities; effectively forecast on a regular basis accurately forecasting sales and pipeline progression for products and solutions utilizing a CRM and other forecasting tools.
- Partner and collaborate in a fast-paced, collaborative, dynamic environment with XanEdu's K-12 team to manage opportunities and pipeline through the sales cycle.

- Present action plans, forecasts, territory strategy and other strategic planning documents as well as activity and results to K-12 Team and use appropriate escalation techniques to achieve goals and objectives.
- Creatively communicate XanEdu's solutions through multiple mediums including social, digital, video, chat, phone and demonstration environments to effectively reach, sell to and manage XanEdu customers.
- Position solutions in the context of customer needs and experiences while differentiating them amongst the competitive landscape; provide product overview and insights pertinent to customer need.
- Demonstrate verbally, in writing and through live/web product demos, how customers can capture value and be successful in partnership implementing with XanEdu.
- Obsess over XanEdu's customers and prospects to deliver a world-class customer engagement experience.
- Utilize best-in-class communication skills to work primarily within high levels of school district administration such as State Departments, Regional Offices, Superintendents, Assistant Superintendents, Curriculum Directors, etc. Additionally, use the same communication skills to engage with Principals and Teachers and other administrative level personnel in the education industry.
- Leverage your entrepreneurial experience to identify new strategic or product opportunities for growth and closing sales.
- Show flexibility to adopt other duties as assigned.
- Demonstrate computer software proficiency in usage of iOS, Microsoft Windows, Word, Excel, PowerPoint, sales/customer databases and social media channels.

**WHAT YOU WILL BRING TO XANEDU'S WINNING TEAM:**

- Minimum of a Bachelor's degree required
- 2-5 years minimum experience selling K-12 content or curriculum solutions in field-based position
- Excellent phone skills, phone etiquette, interpersonal, written and oral communication skills
- Ability to travel regularly as needed, successfully representing XanEdu at conferences, tradeshows, annual meetings, and customer meetings.
- Experience with contemporary sales outreach activities including in-bound techniques
- Ability, by phone and in-person, to converse with, present to and influence state departments, regional offices, superintendents, assistant superintendents, curriculum directors, principals, technology coordinators, and other administrator-level personnel in the education industry
- Experience tracking opportunities and activity via a CRM (e.g. Hubspot, Salesforce, etc.) and other reporting requirements

- Strong time management skills and ability to work independently or under supervision with high level of integrity
- Achievement and success-driven personality, motivated by performance rewards for exceeding annual sales goals through strategic sales leadership and strong cross business collaboration
- Desire to work in a competitive environment where one's growth potential is driven by one's abilities and personality
- Self-starter with a strong work ethic and proven entrepreneurial spirit focused on providing highest customer experience and creating customer solutions through problem solving skills
- Strong understanding of social media tools, sense of humor, collaborative spirit, positive attitude and desire to be part of a team

**BENEFITS OFFERED:**

401+Match, Dental, Life, Medical, Vision

**EMPLOYMENT TYPE:**

Full-Time

XanEdu, Inc. is an Equal Opportunity Employer.

While most people hate boat rockers, at XanEdu we live to disrupt the market.

Ready to join this growing team?

If you are interested in joining our diverse group of talented professionals who are changing the course of education, please email a cover letter and your resume to [employment@xanedu.com](mailto:employment@xanedu.com)