



REGIONAL SALES MANAGER

POSITION RESPONSIBILITIES

The **Regional Sales Manager (RSM)** will ideally meet or exceed sales objectives of the assigned territory by promoting and selling the ProActive School services through professional sales techniques and long-term customer relationships. The RSM will play an integral role in the success of the Sales team. Specifically s/he will be responsible for:

1. Meeting and exceeding set sales quotas while adhering to ProActive School's sales rules of engagement.
2. Making prospecting a part of the regular routine ensuring that new prospects are being added to the pipeline on a consistent basis.
3. Managing a complex, enterprise solution sale with a 6 month to 18 month purchasing cycle. Moving the sale through the entire sales process ending after the transition to Account Manager. This includes taking an active role in the RFP process.
4. Continually learning about new products and improving selling skills. The RSM will be required to attend training events throughout the year and will be expected to participate in self-paced tutorial learning when appropriate.
5. Being well informed about current industry trends and being able to talk intelligently about the education industry.
6. Becoming familiar with all ProActive School Partner relationships and how they relate to ProActive School sales.
7. Effectively using the sales force automation tool to enter all sales information into this system (PAS CRM).
8. Maintaining accounts receivables in compliance with objectives.
9. Keeping abreast of competition, competitive issues and products.
10. Attending and participating in sales meetings, product seminars and trade shows.
11. Preparing written presentations, reports and price quotations.
12. Assisting in contract negotiations.
13. Managing sales pipeline.
14. Ability to up sell and sell additional products/services into existing clients.
15. Effectively and efficiently employ ProActive School human resources at appropriate stages in the sales cycle; matching level for level, to grow and advance the sale.
16. Defining and executing territory sales plans.
17. Develop positive relationships with other employees in Marketing, Services Support, Finance, Engineering and other departments as needed.

PROFESSIONAL QUALIFICATIONS

- Bachelor's degree required or equivalent experience.
- Minimum 5 years of direct sales experience in the education, and/or complex solution sales.
- Knowledge of education industry required.
- Successful achievement of 1mm+ quotas, consultative enterprise/solution or technical sales.
- Experience managing long sales cycles (6+ months).
- Ability to manage a pipeline of 50+ accounts at any given time.
- Ability to effectively work in a team environment as well as independently.
- Proven success prospecting, building a pipeline, moving opportunities through the sales cycle; proposing, presenting and discussing solutions with C-level and other decision-makers.
- Ability to craft a solution with appropriate products/services that meets business goals based on client discussions.

JOB CHARACTERISTICS

- This position requires the RSM to work out of home as base operations
- Ideal Location: Multiple US-Based positions.
- Must be able to travel 60 - 70% of the time.

POSITION TYPE

- Full-Time/Regular