

JOB DESCRIPTION

Job Title: Education Account Executive
Job Location: Boise, Idaho
Department: Sales
Reports to: Sales Manager
Employment Class: Full-Time
Pay Type: Salary
Pay Range: Depending on Experience

SUMMARY

The Education Account Executive will be responsible for identifying and creating qualifying business opportunities with existing and new customers, primarily for the education vertical (K-12 and secondary education).

Duties and responsibilities to include:

- Achieving and/or exceeding established sales targets.
- Identifying and properly qualifying business opportunities with new and existing customers.
- Consulting with clients to obtain pertinent information about their communication needs to determine the most viable solution that allows them to communicate more efficiently and cost effectively.
- Conducting product demonstrations and value proving background information, as basis for recommending viable communication solutions customized to meet the needs of each client.
- Setting clear expectations about the full sales cycle with the client from start to finish.
- Working closely and effectively with internal personnel to prepare quotes, process orders, provide information, etc. to support all customer requests in a quick, accurate and comprehensive manner.
- Staying current with industry and technical knowledge related to general trends, emerging technologies, and competitor standing.
- Developing and managing sales funnel to analyze and manage pipeline activity and monitor sales activity against assigned quotas.
- Representing Neurilink at conferences and trade shows, as needed.
- Providing after-sales support and customer satisfaction assurance via interaction with installation teams for problem resolution.
- Maintaining CRM system.
- Assisting in collection of past-due accounts, as needed.
- Other duties as assigned.

QUALIFICATIONS AND REQUIRED COMPETENCIES

To perform this job satisfactorily, an individual must be able to perform each essential duty satisfactorily and in a timely manner. You must also:

- Be self-motivated with a competitive spirit, a strong work ethic and the ability to work independently or as a team member.
- Have a proven track record of hunting for and maintaining strong customer relationships at the enterprise level.
- Have expertise in solution selling to one or more of the following verticals: Education (K-12 and secondary education), healthcare, financial, state/federal and local government.
- Have consultative sales expertise, including developing creative and effective sales approaches and solutions, cold calling, creating winning proposals and skillfully closing sales.
- Demonstrate superior time management and business acumen skills.
- Have solid and demonstratable relationship selling skills.
- Have previous technology sales experience selling to and partnering with A/V or related interactive technology products is preferred.
- Have excellent networking, public speaking and communications skills.
- Have excellent organizational, prospecting, account development, problem solving and closing skills.
- Have strong business and technical knowledge with exceptional presentation skills.
- Have experience negotiating large, complex deals.
- Have ability to effectively prioritize and execute tasks in a high-pressure environment.
- Have the ability to travel throughout region on an as needed basis.

- Have strong existing contacts with prospective clients.
- Have reliable transportation.
- Pass background and pre-employment screening.

SUPERVISORY EXPERIENCE

- This job has no supervisory responsibilities.

REQUIRED EXPERIENCE

- Bachelor's degree
- MBA or Graduate degree a plus
- 5-years' outside sales experience with proven track record in strategic selling and account management in a technology industry, or any equivalent combination of related education and experience.
- Technical knowledge and proficiency in basic MS office applications

CERTIFICATES, LICENSES, REGISTRATIONS

- Valid Driver's License
 - CTS certification a plus
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