

Job Opening – Account Executive

Job Title: Account Executive
Location: California
Reports To: Vice President, Sales
Department: Sales

Primarily selling Spectrum K12 School Solutions, Inc. software and services in the K-12 education arena. This includes: prospecting new business, pipeline development, conducting needs analysis via phone and web, cold calling, lead generation, negotiating contracts, closing deals and meeting quarterly and annual sales targets.

The Account Executive is directly responsible for all first-hand customer interactions with a focus on new accounts/business. Specifically, you will conduct detailed conversations with district personnel to uncover specific issues or pain points relating to their current Special Education process and help with the selection of the Spectrum K12 family of software solutions, business philosophy and commitment to service excellence. Additionally, you are responsible for initiating follow up contact to provide each customer with product ordering information and finalize sales contract.

This position requires:

- Bachelor's (graduate) degree
- Minimum of 5 years relevant sales/operational experience
- Enterprise software and/or complex committee-based sales experience
- K-12 and/or large academic institution or government sales experience
- Track record of consistently overachieving sales target
- Understanding of the sales cycle and the ability to build pipeline and manage it
- Ability to solution sell
- Extensive experience working with senior level staff (Superintendents, Asst. Superintendents, Executive Directors)

Recommended:

- Relationships in the territory
- Established relationships in K-12 market
- 5 or more years of relevant sales experience

The key responsibilities of this role include:

- Prospect in territory via cold calls, attendance at trade shows, networking with clients
- Track all sales-related tasks and activity in Salesforce.com
- Produce pricing proposals for prospects
- Present company value proposition and differentiators to clients and prospects
- Present high-level product demonstration to prospects

- Navigate leads through steps in sales cycle to successful close of business
- Develop written territory plan with detailed information on what accounts will be worked to achieve quota assignment
- Participate in development of win strategy for accounts
- Participate in development of pricing approach for strategic accounts
- Participate in development of negotiating strategy for contract discussions

Other Attributes of a successful candidate:

Outstanding spoken and written communication skills

Ability to open conversations and close deals

Demonstrable ability to work in fast changing environments

Knowledge in IT Tools (database system; MS-Office and computer tools...)

Basic knowledge of general administrative processes in selling contracts

Strong communication skills

Customer service orientation

Interpersonal skills

Proactive

Teambuilding

Prospect Development skills

Independent

Self-Starter

Candidates must be authorized to work in the U.S. for any employer.

Spectrum K12 offers an attractive benefits package, 401(k), and excellent opportunities for career advancement.

Spectrum K12 School Solutions, Inc. is an Equal Opportunity Employer ~ M/F/D/V.

To apply please forward your resume and salary requirements to resumes@spectrumk12.com.

No phone calls, faxes or agencies.

Please visit us at <http://www.spectrumk12.com/>