

Spectrum K12 School Solutions, Inc is the leader in Response to Intervention, Special Education and Student Achievement Management software. . This position will primarily be responsible for selling Spectrum K12 software and services in the K-12 education arena. This includes: prospecting new business, developing pipeline, conducting needs analysis via the phone and web, conducting live online product demonstrations, negotiating contracts, and meeting or exceeding quarterly and annual sales targets.

The Inside Sales Representative is directly responsible for all first hand customer interactions. Specifically, you will conduct detailed phone conversations with district personnel to uncover specific issues or pain points relating to their current Special Education and/or general population environment and help with the selection of the Spectrum K12 family of software solutions. Additionally, you are responsible for initiating follow up contact to provide each customer with product ordering information.

As an Inside Sales Representative, you will be directly responsible for:

- Demonstrating strong skills in engaging and qualifying prospects over the phone
- Proactively generating new leads **utilizing high outbound call volume**
- Driving prospects to online demonstrations
- Efficiently using online sales tracking tools to manage/track daily call activities, lead generation, pipeline development, sales opportunities, and districts' contact information
- Developing quarterly territory plans for target states
- Conducting online demonstrations showing the value of Spectrum K12's products and services to districts using the latest web conferencing tools
- **Accurately forecasting product sales using online sales tracking tools**
- Efficient management of designated territory, sales operations, pipeline and finalizing contracts
- **Being a positive member of a team environment while working independently to meet an aggressive quota**
- Travel up to 25% for client meetings at conference and trade shows

This position requires:

- Enterprise software sales experience
- Solution sales skills
- Outstanding presentation, written and verbal skills
- Desire to succeed and be a self starter
- Inside sales experience - preferred
- K-12 Education industry experience beneficial.

Additional Skill Requirements

- Bachelor's (graduate) degree
- 2-5 years relevant experience selling enterprise software solutions
- Outstanding spoken and written communication skills
- Proven track record of achieving quarterly and annual sales targets
- Demonstrable ability to work in fast changing environments
- Working knowledge of basic MS Office products (MS Word, PPT, Email, Excel)
- Working knowledge of web-based solutions, ASP hosting models, server/database technology
- Solution sales experience

- Telephone skills/Telemarketing skills
- Enterprise software sales experience
- Communication and interpersonal skills
- Customer orientation

Position includes a comprehensive benefit plan, opportunities for advancement and a friendly team work environment.

To apply, forward your resume, **with salary requirements**, to resumes@spectrumk12.com. Please indicate "**Inside Sales Rep**" in the subject line of your email.

No agencies, phone calls, or faxes please.

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