

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

Company: Spectrum K12 School Solutions, Inc., is a wholly owned subsidiary of Scantron Corporation and part of the Harland Clarke Holdings Corporation family of businesses. Spectrum K12 partners with educators and administrators who strive to Move Every Child Forward®. Working collaboratively with districts of all sizes, we deliver a Student Achievement Management solution suite that manages, administers and prescribes the personalized learning process and data required for all students: in general, compensatory, gifted or special education; pre-K through graduation and beyond. Please visit <http://SpectrumK12.com>

In this role of Account Executive, you will be responsible for developing revenue streams by generating new customer buying accounts. Your focus is on driving net-new business. Candidates must clearly demonstrate good communication skills, and the ability to take initiative and individual responsibility while working very closely with others in an interactive team environment.

Your focus will be on selling Spectrum K12 School Solutions, Inc. Student Achievement Management Suite 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.

Key Qualifications:

- Minimum of 7 years relevant sales/operational experience
- Experience selling Student Information Systems (SIS) highly preferred
- Must Have Enterprise software experience in K12, Higher Ed or large academic institution or government sales experience
- Extensive experience working with senior level staff (Superintendents, Asst. Superintendents, CIO, Executive Directors)
- 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
- Relationships in the territory

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
- 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.

Please forward resumes to: patty.ursich@harlandclarke.com