

Position Title: Pre-Sales Lead
Position Location: Atlanta or Towson
Reports To: Sr. VP of 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>

Position Summary:

The position will be “hands on” in scoping and delivering solutions to new prospects. This is an exciting opportunity for someone with a strong technical acumen and business knowledge (K12 preferred) to take responsibility as a ‘specialist’. The successful candidate will also play a vital role in the sales process to support both the sales team in the execution of the sales plan.

The successful candidate will work alongside the sales team to provide technical input into the shaping and delivery of sales propositions and project proposals. He/she will get ‘hands on’ involvement in the proof of concept phase and participate in delivery with oversight of the project and solution built during the project.

Essential Duties & Responsibilities:

- Manage Solution Engineers
- Coordinate with R&D on set up of demo environments
- Support RFP process
- Serve as a solution engineer and demo product suite to prospects
- Build prototypes for demos independent of services and R&D
- Serve and Sr. technical resource when presenting to CIO’s
- Ability to use and demonstrate the workbench
- Lead generation at districts based on relationships in place

Competencies:

- Technical and K12 domain experience
- Ability to manage teams and support AE in solution sales environment
- Experience presenting and providing demonstration to SR district level staff
- Strong communication and written skills

Education & Experience:

B.S
10 years experience

- The ideal candidate will have demonstrable experience in K12 or education Software specifically in the systems/solution design or package application implementation areas.
- Experience in working with data driven projects is important. Experience with Data warehouses, data-marts, and Business Intelligence, EDA, SOA, BI, ETL

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 Schools Solutions, Inc. is an Equal Opportunity Employer ~ M/F/D/V.

Please forward resumes to: resumes@spectrumk12.com.