



US-TX-Dallas – Regional Account Manager

Journey Education Marketing (JourneyEd.com), the leading provider of application software to college and K-12 students, is seeking a Regional Sales Manager who will be part of a sales team, responsible for leading, planning, delivering, and implementation of a defined division's revenue, bottom-line goals and objectives in order to meet or exceed those revenue and bottom-line targets. This individual will be responsible for institutional software license sales. This position reports directly to the Director of North American Sales.

Responsibilities Include:

1. Setting objectives, strategies, tactics, and plans to enable the division to build relationships with, and effectively sell software into the grades K-12, and post-secondary public and non-public education market.
2. Development of the business plans and tactics to achieve predetermined revenue targets.
3. Being accountable for forecasting and business planning for his/her assigned territory, as well as measuring the results of all activities and reporting the results as appropriate.
4. Communicating Journey's product and business strategy consistently to customers and vendors in order to represent Journey and help move the customer relationship and sales process forward.
5. Planning and conducting formal sales presentations about new products, initiatives and programs to clients.
6. Defining and implementing market strategies to ensure that Journey retains its market-leading position within the education marketplace.

A successful Candidate:

1. Must have a proven track record and experience in selling software and/or related technology products to the education marketplace.
2. Must possess minimally a BS/BA degree with 3-5 years sales experience.
3. This position requires a highly motivated individual with the ability to communicate effectively and manage customer satisfaction and expectations. Candidate should have excellent organizational and communication skills, with ability to conduct formal sales presentations.
4. Maintain a team-oriented working environment that promotes open discussion on important issues, a high level of personal commitment and accountability to the business, and a continued focus on profitability, quality and customer service. Enhance communications at all levels.

MINIMUM SKILLS REQUIRED:

- Major Account Sales Experience
- Bachelor's degree
- Strong knowledge of software licensing
- Strong knowledge of Education industry
- Computer Skills Including (Office XP, CRM)

- Strong Phone experience
- Strong forecasting, motivational and organizational skills
- Strong oral and written communication skills

BENEFITS & COMPANY PROFILE:

Dynamic and fun work environment. Benefits include: Associate Discount, Medical, Dental, vision, Flex Spending, 401K, Direct Deposit, and more.

Founded in 1990, Journey Education Marketing, Inc (JourneyEd.com) is a multi-channel software marketer operating over 7,500 Academic eStores for vendor, bookstore and school partners. As part of their network of stores, JourneyEd.com runs online software stores for over 1,500 college bookstores (including Barnes & Noble College Bookstores, Follett Higher Education Group, and other independent schools). The company offers more than 20,000 academic software and technology products at deep discounts to verified academic buyers.

TO APPLY:

Email your resume and salary history to hr@JourneyEd.com . The word “Regional Sales Director.” should be included in the subject line of your email to ensure proper routing. **ALL RESUMES MUST INCLUDE SALARY INFORMATION TO BE CONSIDERED.**

Additional Information

Position Type: Full Time

Contact Information

hr@JourneyEd.com

Journey Education Marketing, Inc.

www.JourneyEd.com

13755 Hutton Drive

Dallas, TX 75234