

Director of PK-12 Solutions - California

Description: Alma seeks an experienced senior sales professional. The ideal candidate is a dynamic self-starter that can take over a growing territory and make an immediate impact. Knowledge of the SIS market - either through experience selling to technologists or implementing and managing a district SIS as an educator - is highly preferred. Along with this experience, a deep network of district educators and technologists and supporting regional education agencies will allow for a fast start and long term success.

Responsibilities:

- Develop and drive a territory plan designed to dramatically increase Alma's presence and reputation in California
- Reach out to prospective leads through calling, emails and networking
- Coordinate sales effort with team members and other departments
- Present, promote, and sell Alma products/services to prospective customers
- Establish, develop, and maintain positive customer relationships
- Perform cost-benefit and needs analysis of potential customers to meet their needs
- Track activities and sales through Salesforce
- Keep management updated on customer needs, competitive activities, and new products and services.
- Keep abreast of best practices and industry trends
- Represent Alma at trade shows, panels, and ed-tech get-togethers
- Seek continuous improvement through thoughtful practice and feedback
- Meet and/or exceed sales targets

Qualifications:

- Proven 3-5 years experience selling software to K-12 district administrators
- Education background with direct SIS experience preferred
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, communication and negotiation skills
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback
- BS/BA degree or equivalent
- Skilled in developing new business and territory plan
- Must have unbridled enthusiasm for using SIS, enterprise software, data driven decisioning, and standards alignment to improve student outcomes
- Must be skilled in presenting to administrators and effectively present software
- Must be familiar with EdTech trends and the impact in a K-12 environment
- Highly effective communicator, both written and oral
- Self-motivated, good organizational skills, detail-oriented, ability to prioritize, multitask, and meet deadlines
- Ability to generate leads

Who We Are:

At Alma, we love what we do! We are a team of entrepreneurs and educators. Each team member represents a critical piece in determining the success of our company. As individuals, we take ownership over our roles and responsibilities and drive them until they are done well. As a team, our solutions have both an educational & societal impact and we take that very seriously. Accordingly, we operate with a tremendous amount of mutual respect and accountability. We are nimble, fast-paced, evolving, and determined to make a difference. Our rapid market expansion is an intentional byproduct of this approach.

What We Do:

Students always come first. Period. We are here to improve the education of students. Our focus is on the whole student - we build tools that ultimately help enrich both their intellectual and emotional growth. We do this by empowering the greatest learning resource at schools: educators.

Alma is a modern approach to student information and learning management that supports K-12 administrators, teachers, parents, and students. We are a passionately-driven team with the mission to provide this resource to every school, regardless of their financial constraints.

To Apply: Please send a cover email and resume to Anneka at careers@getalma.com

