

## **Senior Account Executive – Job Description**

### **Remote Position—Mid-Atlantic**

Are you looking to work for a small, growing company where you can make a difference within the organization and in the lives of millions of children? Are you interested in supporting educational products that help children to learn?

AWE Learning is hiring an experienced, innovative, outgoing individual with a demonstrable record of consistent sales and goal achievement performance for our Mid-Atlantic Region. AWE Learning's digital solutions for early learning provide users with an engaging and interactive educational experience that assists in school readiness, academic intervention and enrichment.

The **Senior Account Executive** is a field-based position responsible for the following states: Pennsylvania, Maryland, Delaware, West Virginia, Virginia, Kentucky, and Tennessee. This person will be responsible for working as a cohesive and dynamic team member. They will partner with an inside sales representative to achieve sales and revenue goals for an assigned territory by developing and building long-term relationships with customers. The ideal candidate has prior experience in educational or public library sales, as well as a background in Early Childhood Education, and/ or digital learning.

### **Qualifications**

- Bachelor's Degree in business, education or related field
- 5+ years field sales experience
- 3 years of applicable educational digital learning or library experience a plus
- Demonstrable record of consistent sales and goal achievement performance
- Excellent verbal, written and electronic communication skills
- The ability to generate excitement and enthusiasm with customers and prospects for impactful digital learning products for young children
- Ability to create and execute complex sales solutions; superior prospecting and closing skills
- Ability to establish, cultivate and maintain effective working relationships with customers, prospective customers, internal business partners, colleagues and management
- Documented large territory management experience
- Strong competency in the use of business technologies, including CRM systems and Microsoft Office Suite

### **Duties & Responsibilities**

- Meet and exceed quarterly and annual sales goals by building and maintaining an opportunity pipeline that supports these goals.
- Drive new business to foster growth within the territory. Renew, retain and expand existing business.

- Provide accurate forecasts and sales activity reporting through the use of CRM and other sales tools.
- Engage in sales call activities to prospective customers to explore and present product solutions.
- Participate, when appropriate, in network building opportunities within your territory, including but not limited to trade shows, group presentations, industry functions and conferences.
- Represent AWE, its mission, and why we make a difference for children in local communities and across the territory. Generate excitement and enthusiasm required by this representation.
- Team sell and collaborate with Inside Sales to develop and implement a territory sales and marketing plan to close sales and meet revenue budgets by proactively addressing every step in the sales cycle.
- Move opportunities from initial contact through to close.
- Update team with daily and weekly results, and overall outcomes.
- Daily manage the territory plan and all activities through the Company's CRM system.
- Maintain a home-based office.
- Travel up to 50% or as business needs dictate.

### **About AWE Learning (AWE)**

AWE Learning (AWE) is the leading provider of digital learning solutions for young children in public libraries across the United States. Our solutions are found in 47% of Public Libraries and we have served over 190 million learning hours to children. AWE is based just south of Philadelphia in Chester, PA. We are located along the Delaware River waterfront in a historic, renovated electrical power plant that is now a full-service office building. Amenities include free secure parking, on-site cafeteria, and free gym access for all employees. Learn more at [www.awelearning.com](http://www.awelearning.com)

### **Salary & Benefits**

This is a full time salaried plus commission position. We value our employees' time and efforts. Our commitment to your success is enhanced by our competitive compensation and benefits package including paid vacation, medical benefits, and future growth opportunities within the company. To learn more about us, please visit our website at [www.awelearning.com](http://www.awelearning.com).

If you are interested in applying for this position, please submit your resume or CV, cover letter, and salary requirements to [cohna@awelearning.com](mailto:cohna@awelearning.com).

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