

Integrate Tech, Inc. is seeking k-12 Sales Representatives to hire ASAP.

You will be responsible for building relationships with key decision makers at the school level, in addition to selling Integrate's suite of products, to bring core management tools to schools. In your day to day, you will do everything from pipeline management and forecasting, to designing lead generation campaigns and managing sales through the entire lifecycle. You will also become well-versed in your territory's funding, state initiatives, demographics, and K-12 education landscape, which will help inform your overall sales strategy. This is a remote role; you'll work from your home "office."

Responsibilities:

- Coordinate Request for Proposal (RFP) processes and Business to Business (B2B) sales contracts
- Maintenance and customization of CRM to maximize sales potential, reporting, and customer engagement
- Data analysis, sales discovery and reporting, and sales forecasting
- Support sales teams with CRM training, knowledge base management, and market intelligence
- Work with CMO on ingestion and maintenance of marketing leads
- Communicates with sales teams to evaluate the effectiveness of internal processes and leads business process improvement initiatives.
- Utilize CRM's and Excel to track progress

Requirements:

- You are a proven Sales Rep with 2+ years hitting or exceeding your quota of selling SaaS products (preferably EdTech) or digital education solutions.
- You have demonstrated expertise in seamlessly navigating multiple stakeholders (school decision-makers, instructional directors, and administrators) to engineer the right solution for each customer.
- You take a consultative approach to sales, and have proven experience building a book of business largely from organic growth.
- You are a self-starter who thrives in a fast-paced, collaborative environment and can drive sales quickly to a close within the education system.
- You might also have been a teacher at one point, or have a good grasp of pedagogy and can truly help connect the challenges in the classroom to the solutions Integrate is building.
- Experienced with CRM's
- Highly experienced with Excel

About Integrate:

Integrate was founded on the principle that schools need to use too many software to manage their day-to-day, which causes a huge lack of efficiency. Integrate is a consolidated management tool for k-12 schools that combines the most needed core management components into one easy to use platform, saving schools time, money, and allowing them to collect better data insights. We also are the first school management tool that incorporates video

conferencing features that are designed to help schools go remote in virtual, blended, or in-person environments.

Integrate values the array of talents and perspectives that a diverse workforce brings. All qualified applicants will receive consideration for employment without regard to race, national origin, religion, age, color, sex, sexual orientation, gender identity, disability, or protected veteran status.

If you have any questions regarding this opportunity, or would like to apply, please reach out to us as Kevin@integrateschool.com.

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Hi my name is Maxwell Witt abs I am the co-founder of integrate!

Integrate is an Education Technology company focused on improving k-12 schools that use laptops, and now with covid we also help schools work remote.

We are looking to hire a sales representative position ASAP to scale our sales.

Responsibilities include...

Requirements include...