**General JD for Job Marketing**

**Overview:**

Pearson's K-12 Inside Sales team is expanding in San Antonio, TX, and we are looking to build our team quickly over the next several weeks with entry-level Account General Managers (AGM) and Specialists.

The Pearson Inside Sales team serves the public, private, and charter school communities. If you are a driven, dedicated, problem solver and relationship builder and are interested in providing solutions to improve K-12 education, then we want to meet you!  
  
This career opportunity is perfect for a candidate who wants to learn the ropes of an inside sales position and grow within an organization.

We are looking for high energy, self-starters with a positive attitude and a great phone voice. In this role you will need to be creative, driven to learn on your own (don’t worry we provide training!), with the ability to influence, listen, propose questions and drive educators (at all levels) to purchase learning tools, products and services for students and teachers nationwide.

On a daily basis you will need to leverage your education, your creative skills, and your ability to think strategically and on your feet, as our customers will need immediate responses to their questions.

You’ll feel lucky to join such an amazing group of former educators and sales people with varied backgrounds from every industry. With a strong team mentality and a desire to change the lives of learners all over the country, you'll join a collaborative sales environment with tremendous opportunities for growth.

Our first sales training class begins on March 31st 2014 in San Antonio, TX and others will be offered to new hires in May or June.

**What you will be doing in this role:**

- The primary focus is largely pre-sale activity, specifically sales presentations via virtual webinars, online program demos, and trial subscription management

- You will sell basal, supplemental or digital programs and services to the K-12 Education Market

- Provide curriculum and technology support for virtual sales events such as author webinars and virtual conferences

- Initiate and facilitate communication between product management and sales team to ensure current and accurate product information is disseminated

- Create and refine virtual sales presentations and provides expertise in print and technology programs

- Provide virtual product training for account executives and other Pearson colleagues

- Assist Sales Representatives with account management, hosting product demos, executing marketing campaigns, lead follow-up and responding to customer requests.

- Participate and assist with trade shows, conventions, sales meetings, executive briefings and best practice events

- Prospect, qualify, and build relationships with new customers, including senior-level district administrators, as well as retain and extend those relationships with our existing client base.

- Develop sales, training and implementation of large-scale learning systems at the elementary, middle and high school grades.

**Desired Skills and Qualifications:**

- Formal education or equivalent experience

- Bachelor’s degree

- Advanced degree in Education or Sales presents an advantage

- Basic knowledge of company’s or industry products and sales practices desirable

- Experience in K-12 Education preferred

- Familiarity with webinar technology preferred

- Experience with Field or Inside Sales presents an advantage

- Experience and excellence in public speaking and presentation

- Experience teaching K-12 students highly desired for the Specialist roles (For AGM roles this is not necessary)

- A specialty teaching or studying Humanities, Math, Science, Technology, Literacy or ELL subject matters highly desired

- Candidates must be willing to relocate to San Antonio, TX within the next few months

**Compensation and Advancement:**

Successful candidates will become part of a creative team focused on enriching education. A passion and dedication to the cause of helping all students perform to their highest potential is essential.

In addition to a highly competitive base salary and uncapped bonus potential, the Pearson Inside Sales positions offer an excellent benefits package and outstanding opportunities for advancement. For more information on Pearson’s benefits and 401K package, visit pearsonbenefitsus.com

Don’t miss out on this exciting career opportunity!

**More about Pearson:**

Pearson has one defining goal: to help people progress in their lives through learning. We champion innovation and we invest in models for education that deliver on our promise for effective, accessible, and personal learning from early literacy, college and career readiness to professional education, through data informed instruction and inventive applications for mobile and digital learning.

Pearson, the world's leading learning company, has global-reach and market leading businesses in education, business, and consumer publishing and is listed on the London and New York stock exchanges (UK: PSON; NYSE: PSO). For more information, visit www.pearson.com.

Pearson is an Equal Opportunity and Affirmative Action Employer, and a member of E-Verify. All qualified applicants, including minorities, women, veterans, and people with disabilities are encouraged to apply.

**How to Apply:**

Please visit [www.pearson.com](http://www.pearson.com) for more information on the company.

Apply directly online to <https://external-pearson.icims.com/jobs/22435/inside-sales-account-general-managers-needed-in-san-antonio%2c-tx%21/job?mode=view&preview=1&userId=76509&hashed=-928846449>

Send your cover letter and resume to [Katelyn.Nudo@pearson.com](mailto:Katelyn.Nudo@pearson.com) and [Sarah.Frank@pearson.com](mailto:Sarah.Frank@pearson.com) for immediate consideration. You will be contacted for a phone interview. Local candidates will be asked to participate in an onsite interview at our San Antonio, TX office.