

## **Position Open:** **Educational Sales Associate**

Vivido, LLC is seeking a tenacious, resourceful, and well-rounded Educational Sales Associate to develop relationships with speech-language pathologists (SLPs), educators, school leaders and administrators, and related education professionals in K-12 schools and manage all aspects of sales.

### **Roles and responsibilities:**

- Manage business development and all stages of the sales process, forging new business opportunities, developing qualified leads from marketing campaigns, conferences, webinars, databases, market research and other sources through phone and email communication, and closing sales.
- Cultivate and maintain client relationships with individuals, schools, and education organizations by identifying their professional learning needs, priorities, and goals.
- Present to schools virtually and/or in person to provide information about Vivido's programs, products, and services and how those align with their needs, priorities, and goals.
- Work under the direction of the Chief Executive Officer and in close collaboration with Vivido's Director of Training and Innovation, Director of Alumni Programs, and Marketing Strategist to develop prospecting strategies and marketing campaigns that further Vivido's business initiatives.

## Required:

- Advanced degree in speech-language pathology or education with a keen passion for customer relations, business, sales, and/or marketing; preference given to prior experience in consultative sales and customer relations in K-12 education.
- Skilled in using common software and virtual meeting applications, such as Microsoft Office, Google Suite, and Zoom.
- Able to learn and effectively use database and customer relations management (CRM) software, such as HubSpot or Salesforce.
- Highly developed interpersonal as well as spoken and written communication skills (in English); strong sense of professionalism, honesty, respect, and a clear grasp of professional and business ethics.
- Superb time, task, and project management skills; self-driven and accountable for meeting deadlines and goals; goal oriented and flexible.
- Able to thrive in an evolving team.
- Committed to the mission, vision, and direction of Vivido, LLC.

## Position details:

- Contract position to start. Flexible schedule. Potential for full time.
- Mix of virtual and in-office hours.
- Compensation based on experience.

If you want to play a key role in changing the lives of educators and students, we'd love to hear from you.

Send cover letter and resume to the attention of Dr. Bonnie Singer, CEO at [hello@vividolearning.com](mailto:hello@vividolearning.com)