

## **Account Manager**

Right At School provides exceptional after-school enrichment programs to students across the country. If you share our passion for providing great educational opportunities to students, we would love for you to join our team. Just named an INC. 5000 fastest growing company, Right At School is looking for a passionate and driven individual to help us continue our growth trajectory. The ideal candidate has great interpersonal, organizational and time-management skills, is detail-oriented and has excellent follow-through.

Are you passionate about inspiring a love of learning and a commitment to healthy living in children? Right At School is a fast growing education enrichment organization offering before- and after-school programs, as well as recess monitoring at schools across the country. Join us in expanding our impact on students, parents and schools in this exciting, entrepreneurial role representing Right At School in the sales process.

### **Principle Accountabilities & Deliverables**

- Build relationships with school District leaders, grow pipeline and sign new partnerships
- Represent Right At School in sales meetings with perspective clients, at conferences and at trade shows
- Cultivate new business by opening up new channels and referrals
- Develop and manage an effective business development plan able to deliver on key performance metrics.
- Continuously refine and improve sales strategies in collaboration with the team
- Support successful launch of new Right At School programs
- Meet or exceed sales target

### **Knowledge, Skills, & Abilities**

- Strong familiarity with after-school programs, either through direct leadership role of after-school program(s), or through close interaction with programs in a school-based setting, required
- Ability to develop relationships with senior-level school district officials and school administrators.
- Minimum of 1-2 years' experience in a business development or sales role strongly preferred but not required for the right candidate
- Full time availability with 30-50% travel
- Strong interpersonal skills, outgoing personality, and ability to quickly build relationships with a wide variety of people
- Disciplined and self-motivated, continuous curiosity and desire to learn
- Excellent communication skills (verbal, telephone and written)
- Strong organizational skills and the ability to multi-task, prioritize work and manage deadlines.
- A fun and collaborative teammate who pitches in wherever necessary
- Accountable self-starter, creative thinker and problem-solver
- Proficient computer skills (Gmail, Microsoft Office, etc.)