



Independent Sales Representative for Pacific Learning

Pacific Learning Contact: Sales & Marketing Manager

Prepared Date: October 24, 2011

OPPORTUNITY

Pacific Learning contracts with Independent Sales Representatives to grow the business in assigned territories by calling mainly on school districts and individual schools to sell our innovative literacy-based solutions, including school and classroom packages and kits, with a combination of print and interactive technology.

RESPONSIBILITIES OF INDEPENDENT SALES REPRESENTATIVE

Sales:

- Generate interest in the sale of product lines in designated territory through on-site visits, telephone, email, webinar, cold call, and tradeshow representation
- Conduct product demonstrations with school and/or district administrators and teachers
- Provide educational solutions and quotations to prospective buyers, with an understanding of purchasing cycles and budgetary guidelines
- Complete full sales cycle
- Maintain strong customer relationships and networking connections with educators and administrators
- Research local, state, and federal education funding opportunities and position products accordingly
- Identify events and sales opportunities to maximize exposure of our brand to the end user
- Serve as a key representative at local, state and national (as requested) tradeshows and conferences

Other:

- Submit monthly pipeline report to Pacific Learning's Sales & Marketing Manager
- Track pending proposals/opportunities
- Provide key contact information for follow up support

Note:

- This is not an employment position, but a commission-based opportunity for an independent sales representative
- Pacific Learning offers marketing support and an exhibit allowance

Send resumes to hr@pacificlearning.com or fax to (714) 516-8305.