

## **REGIONAL MANAGER EDUCATION PARTNERSHIP**

Evans Newton Incorporated (ENI) is a nationally respected educational consultant company in Scottsdale, AZ that provides proven curriculum solutions to support student success, teacher effectiveness and the needs of school administrators. Working with school districts nationwide, ENI is dedicated to giving every student the opportunity to succeed.

ENI currently has positions available for Regional Managers of Education Partnerships (RMEP) in the following territories:

- Midwest – Illinois, Indiana, Michigan
- South East – North Carolina, South Carolina, Georgia, Florida
- North East

Candidates should have strong contacts and must be experienced in developing and proposing comprehensive, customized programs and managing large projects within school districts around the country. This position requires **travel 50-90%** of the year while based remotely from home. Candidates must have a proven track record of meeting or exceeding sales quotas by developing and selling complex, process-based offerings to educators.

### **POSITION SUMMARY:**

RMEP call on key accounts within a designated territory to uncover, develop, and close sales of ENI's proven, comprehensive school transformation processes featuring curriculum alignment services, formative assessment development, custom and pre-package instructional materials, and professional development with coaching to district-level decision-makers in K-12 public and private schools and districts.

### **POSITION RESPONSIBILITIES**

1. Develops specific plans for territory to ensure quota is achieved and revenue growth. Deliver sales presentations and close sales in a professional and effective manner. Establishes strong professional relationships with appropriate customer personnel at all levels of decision-makers and influencers and collaboratively prepares selling proposals, grant applications, RFPs' and RFB's.
2. Generates quality leads through effective territory call/prospect planning; travels through territory to call on regular and prospective customers to solicit orders, establish contact networks and meets with customers, live or by phone directly. Maintains up-to-date understanding of education structures, government regulations, changes, industry trends and technical development that affect the territory.

### **QUALIFICATIONS/SKILLS & KNOWLEDGE REQUIREMENTS:**

- Master's degree (M. A.) from four-year college or university; and minimum of 5 years in education as a Superintendent, Assistant Superintendent or Director of Curriculum. Also required 8+ years of sales experience.
- Expert skills in prospecting and generating qualified leads.
- Experienced in new business development with a consistent track record of new business wins.
- Experience and skills pertaining to the management of a consultative, complex, sales campaign.
- Experience and skill in working with multiple resources in team selling environment.
- Experience in developing and proposing integrated solutions to address customer problems.
- Ability to effectively present information and respond to questions from groups of teachers, school administrators, parents and managers.
- Excellent verbal and written communication skills and interpersonal skills.

- Ability to read, analyze, and interpret general business and education periodicals, professional and education journals, technical procedures, or governmental regulations.
- Ability to write reports, proposals, bids and business correspondence.

Qualified candidate should email a cover letter, resume, and salary requirements to [hr@evansnewton.com](mailto:hr@evansnewton.com) or fax to S Mounts at (480) 951-2895. Resumes submitted will not be considered without a cover letter and salary history and sales against quota for the past 4 years. Competitive salary and excellent benefits package offered to full time employees. ENI is committed to the principles of diversity and equal opportunity. For more information on Evans Newton Incorporated, please visit [www.evansnewton.com](http://www.evansnewton.com).