

Regional Sales Manager – Education

Enseo

For more than 20 years, Enseo has been known as the backbone of the hospitality in-room experience. The company's superior products, including set-back boxes and applications, are preferred by the world's largest hotel groups. Enseo is a dynamic and fast-paced technology provider that is transforming industries with emerging digital products. We are always on the lookout for world-class talent with a passion for exceeding expectations. Is that you?

General Description

Our Sales Managers are lucky enough to sell the very best product in the industry. Our leading-edge technology is on the Most Wanted list by the biggest brands in the world. This is a challenging and highly rewarding position for someone passionate about building new and managing existing relationships, working with customers and internal teams, and driving growth in the Education market.

Skills

Do you have experience selling to K-12 public and private school districts? If yes, keep reading:

- Do you thrive on getting every detail right?
- Are you resilient?
- Are you experienced with school procurement processes, purchasing co-ops, preferred vendor lists, etc.?
- Are you comfortable speaking/giving presentations to PTA, Board of Education and at school meetings?
- Is being organized and detail-oriented in your DNA?
- Can you listen and understand customer needs and requirements?
- Are you goal driven and don't stop until you reach your target?

Responsibilities

- You will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives in all levels of the Education market.
- You will be an expert on our MadeSafe System and provide in-person and virtual demonstrations to our customers and prospects.
- You will be responsible for gaining access and approval for Enseo to be included in the procurement process for school districts. You will coordinate and submit all required paperwork in order to obtain such approvals.
- You will drive deals end-to-end. From lead generation and qualification, to solution development and presentation, to contract negotiations, to closing and delivery.
- You will work with cross functional teams to ensure the proper delivery and timely payment of products and services to our clients.

Benefits

We value our employees' time and efforts. Our commitment to your success is enhanced by our competitive pay and an extensive benefits package including paid time off, medical, dental and vision

benefits. Plus, we work to maintain the best possible environment for our employees and strive to provide a collaborative, creative environment where each person feels encouraged to contribute to our processes, decisions, planning and culture.

Enseo is an Equal Opportunity Employer.

We celebrate diversity and are committed to creating an inclusive work environment for all employees.

Please send resume to Katy Ericson, Vice President of Human Resources at kericson@enseo.com