

## **Educational Sales Growth Specialist**

Six-Month Contract: January 1 to July 1

Compensation: Monthly stipend plus commission for qualified leads that move to contract

Schedule: Full-time, six-month assignment

### **Purpose**

Success for All is awarding \$100,000 scholarships to schools that implement the SFA comprehensive model. We are hiring outreach specialists who increase outreach volume and bring new schools into the pipeline. You will focus on finding strong, qualified leads during our highest recruitment period. You will introduce school leaders to our research proven schoolwide program and guide them through the early stages of the process. Our internal team will complete final contract steps. Your work will expand awareness of SFA in Title I settings and increase the number of qualified leads that move forward.

### **Key Responsibilities**

- Identify prospective new SFA schools using personal contacts, industry tools, and networking to build a targeted outreach list of district and school leaders in Title I environments.
- Connect with prospects through phone, email, and online meetings to understand their needs and explain the purpose and outcomes of Success for All using case studies, collateral, and videos.
- Develop relationships with schools that match SFA, bringing internal outreach managers into conversations to support a smooth transition.
- Transition potential schools that are ready to implement SFA to an internal outreach specialist who will confirm and finalize contract details.
- Track all outreach activities in the CRM.
- Share daily and weekly updates on outreach progress, lead quality, and next steps.
- Follow all organizational expectations for communication and data accuracy.

### **Required Experience and Skills**

- Strong knowledge of Title I education, district structures, and school needs
- Experience in outreach, recruitment, or sales in an education setting
- Ability to explain program benefits in simple language
- Confident communication during outreach calls and online meetings
- Strong follow through and attention to detail
- High comfort level with CRM tools and basic data tracking
- Ability to learn Success for All model and materials quickly

### **Success Measures**

- Number of new leads that meet Success for All scholarship requirements
- Number of scheduled meetings with school and district decision makers
- Lead conversion to internal review
- Lead conversion to signed contract

### **Compensation**

- Monthly stipend for the six-month assignment
- Commission for each lead that advances to contract with the internal team

### To Apply

Submit a resume and a short statement describing your experience with Title I school outreach and why you are interested in this assignment.