



Title: Account Executive (New York)

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Work Location: Portland, Oregon,

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### **Description**

About this role... . As an NWEA™ Account Executive within the Partner Accounts, East Enrollment team, you will be responsible for acquiring new customers (Partners), reaching new and existing Partners with our growing portfolio of Products and Services, and increasing NWEA's leadership position in an assigned territory. You will work with a regional team, led by a Regional Manager, focused on reaching new Partners in districts up to 30,000 students. In addition, you will partner with an Account Manager who is focused on the renewals, retention and growth of existing Partner relationships. NWEA Account Executives and Account Managers are generally expected to reside in, or in close proximity of their assigned territory.

### **Responsibilities... .**

- \* Lead development, qualification and conversion into opportunities
- \* Actively prospect and close opportunities for NWEA Products and Services
- \* Ensure that NWEA reaches a high level of account penetration in each account, reaching more kids in all districts within an assigned territory.
- \* Drive revenue growth through acquisition of new, strategic and mid-sized Partners
- \* Develop a territory strategy to penetrate and grow assigned geographic region
- \* Manage complex sales cycles with multiple stakeholders.
- \* Experience managing sales relationships, pipeline and opportunities in a CRM system (Salesforce preferred)
- \* Current and knowledgeable with K-12 education market; experience with K-12 assessments in classroom setting is highly preferred
- \* Must reside in or near the New York City area with ability to travel on average, at 50%

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### **About the Partner Accounts, East Enrollment team... .**

NWEA's Partner Accounts group is comprised of over 150 professionals whose mission is to reach state and local education agencies with our products and services. Structured in strategic teams, the Partner Accounts group is comprised of several teams including Major Accounts, Standard Accounts, State & Federal Government Accounts, National Accounts, International Accounts, Specialty Accounts, Sales Operations, Proposals Team, and Program Management. This role joins the Standard Accounts, East Enrollment team.

The East Enrollment team is responsible for all new business in districts up to 30,000 students. Primary responsibilities in this team include: prospecting; qualifying new opportunities; leveraging current partner success and enrolling new partners in NWEA products and services. This team is constantly in the field meeting with districts who do not currently partner with NWEA. The right candidate will join a successful, cohesive team of professionals with a proven track record.

### **Required Skills**

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**Traits for success...** \* Demonstrated ability to successfully negotiate and close deals, meeting personal as well as team goals\* Classically trained in a proven sales methodology (i.e. Miller Heiman, Strategic Selling)\* Excellent time management and organizational skills\* Excellent written and verbal communication skills, including high caliber presentation skills \* Demonstrated commitment to the NWEA mission and culture\* Deep knowledge of education market, school and business operations/functions with ability to have significant conversations with senior school and district contacts and administrators

### **Education and experience...**

- \* Minimum Bachelor's degree in education, business or a related field required
- \* Preferred 3-5 years field sales or similar experience; background in selling to the K-12 educational market highly preferred
- \* Experience initiating, acquiring and growing mid-sized to large strategic accounts
- \* Experience with NWEA products, services, procedures and implementation preferred
- \* Deep understanding of K-12 education industry and assessment

### **Comments**

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### **About us... .**

NWEA™ is a research-based, not-for-profit organization that supports students and educators worldwide by creating assessment solutions that precisely measure growth and proficiency-and provide insights to help tailor instruction. For 40 years, NWEA has developed innovative Pre-K-12 assessments, including our flagship interim assessment, MAP® Growth™; our progress monitoring and skills mastery tool, MAP® Skills™; and the OECD Test for Schools (based on PISA). Educators trust our professional learning offerings to accelerate student learning and our research to support assessment validity and data interpretation. Our tools are trusted by educators in 140 countries and more than half the schools in the U.S.

What we can offer you... .

At NWEA we not only offer a competitive base salary, we offer a 15% contribution of eligible employees' base salary to a defined contribution 403(b) retirement savings plan; career development opportunities; an awesome work culture and environment; we also offer industry leading benefits and perks that are focused on supporting our employees' holistic wellbeing. To

learn more about what we can offer more, click here.

Connect with us... ..

NWEA™ endeavors to make [www.nwea.org](http://www.nwea.org) accessible to all users. If you would like to contact us regarding the accessibility of our website or need assistance completing the application process, please call us at (503) 624-1951 or e-mail us at [onlineaccommodations@nwea.org](mailto:onlineaccommodations@nwea.org) and let us know the nature of your request, your location and your contact information. This is for accommodation requests only and cannot be used to inquire about the status of applications.

NWEA™ is an equal opportunity employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or protected veteran status. For our EEO Policy Statement, please click [here](#).

If you'd like more information on your EEO rights under the law, please visit the EEOC website.

**Kind:** Full Time

**Level:** Professional

### **Apply**

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<https://nwea.contacthr.com/60192725>

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