

Director of Business Development

Title: Director of Business Development - Southeast

Reports to: Vice President of Sales and Marketing

Akademos, a category leader in online bookstores and course material delivery for colleges and universities, is looking for a Director of Business Development to serve the Southeast region of the United States. We are looking for a director with a proven track record of success who can sell and win new business. The optimal candidate has a mix of B2B sales experience in education.

PRIMARY RESPONSIBILITIES

The Director of Business Development - Southeast will be responsible for the following:

- Manage the territory and build relationships to meet or exceed annual revenue quota
- Generate new sales opportunities through outbound prospecting efforts
- Identify business opportunities by connecting with prospects, researching, and analyzing sales options
- Sell products by developing relationships with prospects, uncovering needs and objectives, and providing clear value
- Maintain relationships with clients by providing support, information, and guidance; researching and recommending new opportunities
- Identify product improvements or new product opportunities by remaining current on industry trends, market activities, and competitors
- Prepare reports through collecting, analyzing, and summarizing information
- Maintain professional and technical knowledge
- Contribute to team effort by accomplishing related results as needed

IDEAL CANDIDATE BACKGROUND

- 5+ years of experience with complex sales environments, often with RFPs and committee sales elements
- Demonstrated ability to establish and nurture Director/VP and CFO/Provost level relationships
- Excellent verbal, written, and presentations skills
- Detail oriented and strong organizational skills required
- Enthusiasm for the Company mission
- Experience selling in to higher educational institutions a significant plus

PERSONAL CHARACTERISTICS & VALUES

The individual selected will possess high intelligence balanced with a pragmatic and down-to-earth, common sense approach to problem solving. S/he will have a strong intuitive sense relative to potential clients, good “street” sense, and a strong desire to close new business. The individual selected will also have unquestionable integrity and a positive, infectious attitude.

The person should be an exceptional communicator, with the ability to communicate and convey complex product features clearly and succinctly. Equally as important, s/he needs to be hands-on and willing to “roll up their sleeves” as necessary to be effective in an entrepreneurial environment with limited resources. As a team player s/he will have excellent planning and project management skills, an attention to detail and “a bias for action.” S/he should be personally secure with no hidden agendas.

Instructions to Apply

To apply, please submit both a resume as well as a cover letter explaining why you would be a good fit for this position. In the cover letter, please indicate in the first paragraph why this role appeals to you. **IF YOU DO NOT SUBMIT A COVER LETTER AND RESUME YOU WILL NOT BE CONSIDERED FOR THIS ROLE.**

Company Description

Akademios provides higher education institutions with a full-service online platform to manage course materials, from monitoring adoptions and compliance to purchasing textbooks to measuring utilization. We give school administrators a single platform to streamline course adoptions and meet compliance regulations. For students, the platform simplifies the purchasing and access of materials through a personalized portal that connects with school SIS, LMS, and payment systems.

We are an Equal Opportunity Employer and do not discriminate against any employee or applicant for employment because of race, color, sex, age, national origin, religion, sexual orientation, gender identity, status as a veteran, and basis of disability or any other federal, state, or local protected class.