



Senior Sales Exec / Senior Business Development

About Us:

Wisewire is an Edtech company focused on learning design & grounded in the science of how students of all ages engage, practice, and learn. We create technology-enabled solutions for providers in the pre-K-12, university, career readiness, and alternative credential markets. Our scalable technology enabled framework-driven approach accelerates time to market with high fidelity to outcomes. Design thinkers at our core, we complement fresh perspectives with our combined decades of expertise in quality experience design, sustainable content investment, and a repository of customizable learning objects and skill packs.

Our learning materials have been adopted by 48% of the institutions in the United States and are used by 2.2 million students. The Wisewire team consists of over 2,500 subject matter experts, data scientists, learning architects, and interaction designers who all work together toward a common goal. Our team is full of people that are excited to move the education industry forward with cutting edge ideas and is well positioned to be a high growth company in the Edtech landscape.

About the Role:

Wisewire is seeking a dynamic and innovative Senior Sales Executive with strong sales experience in STEM education and workforce development sectors. The ideal candidate is an independent thinker who is able to grow their territory while leading others to help reach our revenue goals.

Responsibilities:

- Develop and maintain customer relationships by providing strategic solutions, selling to higher education channels, and leveraging deep industry expertise;
- Communicate passionately and effectively to showcase the organization's values and deliverables through innovative services and products;
- Collaborate with internal stakeholders to provide cutting-edge and innovative EdTech products to past, current, and future customers;
- Partner with the Director of Marketing to create individualized proposals to clients for customized solutions;
- Coordinate with internal operational intake teams to ensure continuity of team deliverables;
- Conduct research on market trends to ensure relevant product initiatives to effectively reach the target audience;
- Continuously engage partners with the intention of bringing value to each interaction;
- Represent Wisewire at relevant conferences and customer interactions, with an expectation of networking and contributing to the company's growth.

Qualifications:

- 7+ years of B2B sales experience
- 5+ years of experience in the education/technology industry
- Track record of building and maintaining customer relationships through communication, outreach, research, and networking;
- Demonstrated program success in reaching senior executives
- Travel 1-2 times per month, or as the customer demand dictates

Rewards:

- Competitive Salary & Commission Structure
- Medical, dental, vision, & more
- 401k Matching
- Fully Remote
- Paid Time Off
- Paid Holidays
- Tuition Reimbursement Program
- Parental Leave

