



About Us

"We inspire individuals to fulfill their potential through the power of listening"

[Listenwise](#) is an award-winning listening skills program specifically geared to the needs of Multilingual learners and the teachers that support them. Listenwise, a proud partner of NPR and a subsidiary of [BoClips](#), a London based education technology company, curates a growing collection of professionally produced podcasts and videos, aligned to state standards in ELA, social studies, STEM, and ELD. We harness listening as a lever for accessing grade level academic content and developing all domains of language and literacy.

Territory Account Executive (California)

Full Time - Remote

What We're Looking For

You will need to embody all of the characteristics of a strong Territory Account Executive including relationship building, tenacity, empathy, and grit. Your desire to serve customers is critical. Equally important to the way you work with others is your ability to collaborate with colleagues and serve customers is critical.

The Role

It will be your job to help us accelerate growth through the acquisition of school districts in California. Listenwise has a lean but mighty team so you will be expected to generate leads through outbound prospecting as well as qualify inbound leads from the territory. You will receive support from the VP of Sales who brings eight years of on the ground experience selling Listenwise to schools and school districts in California.

Specific Responsibilities

- Develop and execute a territory based sales strategy focused on meeting or exceeding quota
- Qualify inbound leads in your territory to understand their needs and educate them about Listenwise
- Develop new opportunities through events, networking and prospecting campaigns

- Build new relationships using a customer oriented approach and leverage existing network to educate them about Listenwise
- Closely monitor deadlines and trigger events to ensure timely follow up to advance and win opportunities
- Maintain accurate revenue forecasts and account notes in CRM
- Become knowledgeable in market factors (e.g. education policies and literacy competitors) affecting Listenwise and share insights with leadership
- Collaborate with all members of the Listenwise team to deliver superior business outcomes, most consistently with marketing and customer success teams

Location and Travel

You will work live and work remotely in California but we are open to other locations in the Pacific or Mountain Time Zone. Seasonal travel is required, most often in the fall and winter months.

The Ideal Candidate

- Highly motivated, entrepreneurial, empathetic, and intellectually curious
- 2+ years of experience selling ed-tech products to school district leaders. Open to full cycle sales experience and or sales development experience.
- Experience working with educators
- Experience working with diverse organizations and those that support them
- Detail oriented with an ability to step back, strategize, and ask for help
- Superior listening skills, able to identify customers unique objectives
- Ability to influence district decision makers, and navigate objections
- Excellent communication skills, both written and spoken
- Desire to expand opportunity through education
- Ability and interest in working in a fast paced, dynamic start up environment in a unique industry
- Must be able to work remotely

Some Plusses

- Experience selling SaaS supplemental curriculum, preferably to ESL/ELL/ELD/MLL buyers top down to district administrators and bottom up to school level administrators
- Classroom teaching or administrator experience
- Fluency in Spanish

Listenwise is an Equal Opportunity Employer

Listenwise is an Equal Opportunity employer and will not discriminate in its employment practices due to an applicant's race, religion, sex, sexual orientation, gender identity, national origin, age, genetic information, veteran or disability status, or any other category protected by law. We embrace all types of differences in the development of our organization and are committed to creating an equitable and inclusive workplace that promotes and values a range of ideas and opinions.

Listenwise believes in advancing equity to drive our work in education. We are committed to educating and empowering ALL students. Listenwise serves diverse communities of students and teachers in all 50 states and dozens of countries, a large percentage of which are schools in low income communities.

Interested applicants should submit a resume and a cover letter to adam@listenwise.com