



Partnerships Advisor

At Educators Rising, we're changing how our country thinks about teacher recruitment and preparation by starting in high school. We provide districts and schools with the tools they need to establish high school-based "grow-your-own" teacher pathway programs. Specifically, we offer two new sets of products: the [EdRising Academy curriculum and support services](#) and the Educators Rising ["Beginning to Teach" micro-credentials](#) (or digital badges). The result of these efforts is a pipeline of accomplished teachers who are positioned to make a lasting difference — not only in the lives of their students, but also in the field of teaching more broadly.

The Partnerships Advisor is at the forefront of this work. You will be responsible for selling Educators Rising products and services to districts, schools, and state education agencies. The ideal candidate will possess a quantifiable record of success in K12 sales with a demonstrated ability to meet and exceed goals. A strong belief in the importance of improving teacher recruitment and preparation is a must. This is a hybrid role combining in-house sales work with field work and requires some travel.

Primary Duties

- Meet/exceed sales goals
- Establish and grow a customer base of K12 districts and schools and maintain clean records in prospect database
- Employ effective selling techniques including pre-call planning, effective opening, and productive questioning strategies that lead to a close
- Demonstrate superb organizational and follow-up abilities
- Maintain positive relations with state, district, and school leaders in target market
- Maintain expert product knowledge around the EdRising Academy curriculum/support services and "Beginning to Teach" micro-credentials, the education industry, and factors influencing the market environment
- Identify and share common themes from the field that can help refine product positioning and pricing

Qualifications

- Bachelor's degree
- 3+ years sales experience in K12 education market
- Demonstrated understanding of school, district, and state education agency sales cycle, budget process, and purchasing process.
- Experience with the consultative sales process and lead prospecting, acquisition, qualifying, and conversion. Includes experience with outbound calling approach and demonstrated ability to recognize underlying hesitations and overcome concerns.
- Proven track record of excelling in a fast-paced work environment and managing time effectively

- Confident, assertive, and goal oriented with ability to learn the sales process and effectively apply it
- Exceptional communicator – verbal and written
- Experience implementing and using Salesforce, preferred
- Former educator (preferably principal or superintendent) with ability to open doors, preferred

Compensation

Educators Rising is prepared to offer a competitive compensation package, which includes a competitive base salary, as well as generous 403(b), vacation, and health benefits.

How to Apply

If you're passionate about education, competitive, and have a strong desire to exceed goals, then you might be a perfect fit with Educators Rising. If you're interested in changing the way we recruit and prepare teachers in this country, then we'd like to meet you.

To apply, please submit your resume and cover letter to HR@pdkintl.org with the subject line "Partnerships Advisor." Applications will be reviewed on a rolling basis. The deadline to apply is Wednesday, Sept. 6.

About Educators Rising

Educators Rising is transforming how America develops aspiring teachers. Starting with high school students, we provide passionate young people with hands-on teaching experience, sustain their interest in the profession, and help them cultivate the skills they need to be successful educators. Every teacher should enter the profession with the necessary skills. Educators Rising is a powerful way to help communities grow the next generation of well-prepared teachers.

Educators Rising is a division of PDK International. Established in 1906, PDK International supports teachers and school leaders by strengthening their interest in the profession through the entire arc of their career. The PDK International network has 7 divisions: PDK Association, Educators Rising, Kappan Magazine, PDK Poll, PDK Education Partnerships, Pi Lambda Theta, and the PDK Educational Foundation.