



National Sales Manager

Scholly is looking for an energetic, self-motivated, tenacious, and success-driven person to add to our team as the new National Sales Manager to head up our Give Scholly department. Give Scholly is our subscription sponsorship program that enables organizations to distribute prepaid access to the Scholly platform. Since its inception in 2017, the Give Scholly program has been distributed to nearly 100,000 students.

This position requires exceptional lead generation skills, heavy networking, and the ability to effectively communicate with a large variety of stakeholders. This person will be responsible for managing the full lifecycle of the Give Scholly sales process from prospect to closure. This role is fast paced, exciting, and we are looking for someone with high enthusiasm to represent Scholly nationwide. This position will report directly to the CEO.

Responsibilities:

- Manage the full lifecycle of the Give Scholly sales process from prospect to closure.
- Establish, develop and maintain positive business and customer relationships.
- Generate new business via business directories, cold calling, following leads from existing clients, attending trade shows and conferences etc.
- Present proposals to prospective clients.
- Update and maintain CRM software.
- Responsible for developing the strategy for your vertical
- Supervisory responsibilities: None

Qualifications:

- 4-6 years strong track record selling and managing SAAS products
- Proven track record of identifying, negotiating/converting and closing large dollar deals
- Excellent communication skills with the ability to comfortably handle difficult conversations
- Ability to operate in a highly ambiguous and fast-paced environment
- Strong interest in educational access
- Strong organizational skills

If interested, please email us at careers@myscholly.com