BRITESTAR
CHRISTIAN VIRTUAL EDUCATION

Position Description: Sales Account Executive

About Us

Britestar Christian Virtual Education specializes in providing live virtual K-12 Christian education to schools and families. Our mission is to empower schools and families with access to quality, Christ-centered education while addressing challenges such as teacher shortages and classroom limitations.

We are seeking a motivated and experienced **Sales Account Executive** to join our team and drive growth through school partnerships. If you are passionate about Christian education, have a background in sales and education, and thrive in a results-driven environment, we want to hear from you!

Key Responsibilities

- **School Partnerships:**
  - Identify and establish relationships with Christian schools interested in virtual education solutions.
  - Promote Britestar's Hybrid/Microschool and Virtual Education models to school leaders.
  - Tailor partnership proposals to meet specific school needs, including addressing teacher vacancies, waitlists, and enrollment challenges.
- **Sales Execution:**
  - Develop and execute a strategic plan to meet or exceed sales targets in designated regions.
  - Engage in consultative selling, understanding school pain points, and presenting customized solutions.
  - Schedule and conduct virtual and in-person presentations to school administrators, boards, and other decision-makers.
- **Prospecting & Lead Generation:**
  - Research and prospect new Christian schools through outreach, networking, and digital campaigns.
  - Build and maintain a robust sales pipeline using CRM tools.

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    - Follow up on leads generated by marketing campaigns to maximize conversion opportunities.
    - Report activity measurements and performance results.
- **Relationship Management:**
    - Cultivate long-term partnerships with school leaders, ensuring a positive client experience.
    - Act as a liaison between Britestar and partner schools to address questions, concerns, or additional needs.
- **Travel Requirements:**
    - Travel to conferences, school meetings, and partner sites as needed (up to 75%).

Qualifications

- **Education and Experience:**
    - Proven sales experience with a track record of meeting or exceeding quotas.
    - Strong background in education or Ed Tech, with knowledge of school operations and challenges.
- **Skills:**
    - Excellent prospecting, negotiation, and closing skills.
    - Strong verbal and written communication skills, with the ability to deliver compelling presentations.
    - Proficient in CRM tools and Microsoft Office Suite.
- **Personal Attributes:**
    - Passion for Christian education and alignment with Britestar's mission and values.
    - Self-motivated, results-oriented, and able to work independently.
    - Flexible and adaptable to travel demands and varying work hours.

Compensation and Benefits

- **Base Salary:** $70,000 - $85,000 (based on experience).
- **Total Compensation:** $120,000 - $150,000, including performance-based bonuses.
- Competitive benefits package, including health insurance, and paid time off.
- Professional development opportunities.
- Remote work flexibility with opportunities for travel.

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What We Offer

- Competitive salary with performance-based incentives.
- Remote work flexibility with opportunities for travel.
- Professional development opportunities.
- The chance to make a meaningful impact in Christian education.