



COLLABORATIVE
for teaching & learning
Sales Lead

The Sales Lead is responsible for generating and managing sales and client relationships to grow CTL's market, customer base, and impact.

Collaborative for Teaching and Learning (CTL) is a non-profit organization dedicated to building capacity in educators so they can transform learning for students. We offer innovative educational programs and services that help teachers, coaches, and leaders level up their practice and outcomes. We are searching for an enthusiastic and results-oriented Sales Lead to join our team and play a vital role in supporting our mission.

Responsibilities:

- Develop and execute a strategic sales plan to achieve assigned sales quotas for the Midwest region.
- Identify and qualify potential leads within the assigned territory.
- Conduct needs assessments and product demonstrations to showcase the value proposition of CTL Programming.
- Negotiate and close sales contracts with schools and districts.
- Build strong relationships with key decision-makers within the education community.
- Provide ongoing support and consultation to new and existing customers.
- Develop and deliver effective presentations on Programming at conferences, workshops, and other industry events.
- Track and analyze sales data to measure performance and identify areas for improvement.
- Collaborate effectively with the team in order to deeply understand our work and programs and to maintain positive client support.

Desired Qualifications:

- Certification and experience in education or equivalent.
- Proven experience in sales or a demonstrably successful track record in exceeding targets.
- Passion for education and a strong belief in our mission.
- Excellent communication, presentation, and interpersonal skills, with the ability to connect with clients on a personal level.
- Ability to work independently while also collaborating effectively as part of a team.
- Excellent organizational skills and a detail-oriented approach.

Compensation:

Competitive salary, commissions, and benefits package commensurate with experience.

To Apply:

Please submit your resume, cover letter, and references to seddleman@ctlonline.org. In your cover letter, please tell us why you are passionate about education and how you see your skills contributing to CTL's mission.