



## **Shape the Future with Sadlier—Join Us Today!**

For 192 years, William H. Sadlier has been more than just an educational publisher; we've been a trusted partner in empowering educators to inspire and guide the next generation. Our proven methods have transformed K–12 classrooms across the country, ensuring that the essentials for academic success and faith formation are met with excellence. When it comes to laying the groundwork for tomorrow's leaders, our experience makes all the difference.

As one of the few family-owned businesses to thrive for almost two centuries, the Sadlier family proudly continues the vision of our founders with integrity, creativity, and an unwavering commitment to educational excellence.

Our story is one of triumph, driven by generations of perseverance and dedication to a singular vision of service and excellence. But our success is not just about our past—it's about our people. At Sadlier, our employees are the driving force behind our mission to inform and transform learners in every educational setting, for life. We believe in providing meaningful, challenging work in a dynamic, collaborative environment where innovation thrives.

We are equally committed to fostering a safe and inclusive workplace that champions diversity, equity, and inclusion for all. If you're passionate about making a difference and your values align with ours, we invite you to come and work with us at Sadlier. Together, let's continue to shape the future—one student at a time.

**Field Manager for K-12 Educational Marketplace** – The Field Manager is a key member of the Company's Sales Department, dedicated to driving sales growth and operational excellence within a designated territory. This role uniquely blends direct sales responsibilities with team leadership, emphasizing both revenue generation and the development of a high-performing sales team. In this position, you will manage a team of sales representatives while also actively engaging in direct sales within a focused territory, ensuring that both individual and team goals are achieved. Your leadership will be instrumental in fostering a culture of accountability and success.

### **Core Responsibilities:**

- **Sales Leadership:** Own the sales revenue growth and profitability for your territory. Develop and execute sales strategies tailored to various school segments (public, charter, private, Catholic) and ensure proactive engagement with clients.
- **Team Management:** Recruit, train, and mentor a team of sales representatives. Foster a culture of accountability and high performance, providing ongoing coaching to help the team achieve individual and collective goals.
- **Territory Development:** Collaborate with the VP NS to create and implement territory sales plans that reflect a strategic, data-driven approach. Analyze market trends to identify growth opportunities and establish strong relationships with key clients.

- **Performance Tracking:** Monitor team performance through regular evaluations and reporting. Set clear objectives for team members, offering constructive feedback to enhance overall performance.
- **Market Intelligence:** Provide actionable insights to the VP NS based on interactions with customers, team members, and industry trends. Actively communicate the Company's goals and objectives to your team.
- **CRM Utilization:** Drive the effective use of the Customer Relationship Management system (CRM) among team members to ensure visibility into sales performance and lead generation.
- **Continuous Improvement:** Collaborate with the VP NS and other departments to refine sales strategies, support resources, and marketing efforts, ensuring alignment with overall business objectives.

**Education, Experience, Skills Required:**

- Bachelor's degree.
- Minimum of five years of sales experience in educational publishing, with a proven track record of achievement.
- Strong leadership and team management skills, with a focus on mentoring and development.
- Ability to work collaboratively across functions and interact professionally at all levels of the Company.
- Willingness to travel extensively (at least 75% of the time) to meet with clients and oversee territory operations.
- Excellent communication, negotiation, and networking skills.
- Proficiency in CRM systems (e.g., Salesforce.com), digital communication tools, and Microsoft Office Suite (Excel, PowerPoint, Word).

**Salary:** \$125k - \$140k