



## **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.

### **Ohio Sales Representative for K-12 Educational Marketplace –**

We are seeking a dynamic and strategic sales professional to join our team. In this role, you will be responsible for driving sales growth and enhancing account penetration within Ohio. Your key responsibilities will include building strong customer relationships, effectively solving challenges, and securing new clients for our diverse range of educational textbooks and digital products.

#### **Core Responsibilities:**

- Create strategic plans for the territory that identify and develop sales opportunities.
- Manage territory holistically with ownership over the entire sales cycle from qualifying leads through close.
- Promotes/sells/secures orders from existing and prospective customers through a relationship-based approach.
- Demonstrates print and digital products and services to existing/potential customers and assists them in selecting those best suited to their needs.
- Meets territory sales quota each year.
- Services existing accounts, establishes new accounts by Developing positive, influential relationships with key stakeholders (Curriculum Directors, Coaches, Principals and Superintendents) across territory.

- Makes telephone calls and in-person visits and presentations to existing and prospective customers.
- Enter new customer data and other sales data for current customers and potential customers in the Company's CRM.
- Supplies management with oral and written reports on customer needs, problems, interests, competitive activities and potential for new products and services.
- Monitors competition by gathering current marketplace information on pricing, products, new products, and delivery schedules.
- Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies, as appropriate.
- Participates in conventions, exhibits and sales meetings as requested by the Company.
- Travels by Company-provided vehicle through assigned territory which may require overnight stays as appropriate.
- Has current knowledge of and complies with all Company policies, including T&E Policy.

**Education, Experience, Skills Required:**

- Bachelor's degree (B.A.) from a four-year college or university.
- Classroom teaching and K-12 Leadership and or District Level Leadership Experience preferred.
- 2+ years of quota-bearing enterprise sales experience preferably in the education market preferred.
- Strong technology background and aptitude required to sell and support a major growth area of the company, digital stand alone as well as blended print and digital products.
- Must be result-oriented and able to work independently.
- Must possess excellent communication skills.
- Must be proficient in using Microsoft Office Suite applications and customer relationship management software.
- Must demonstrate the following competencies: Customer Service, Meeting Sales Goals, Closing Skills, Territory Management, Prospecting Skills, Negotiation, Self-Confidence, Product Knowledge, Presentation Skills, Client Relationships, Motivation for Sales, Problem Solving and Consultative Sales Approach.
- Periodically lifting, reaching, and moving product up to 40 lbs.