



## Independent Educational Sales Representative

Perma-Bound has an opening for an outside educational sales representative to manage a field territory in achieving monthly, quarterly, and yearly revenue goals by selling Perma-Bound solutions to schools and districts. This is a contract sales representative position. Compensation is commission only paid by 1099.

### Responsibilities include:

- Achieve monthly, quarterly, and yearly revenue goals by expanding existing business and developing new business
- Develop sales strategies and a business plan to achieve revenue goals and long term success
- Develop and conduct professional sales presentations to high level district decision makers as well as building level decision makers
- Increase product knowledge and sales skills by attending sales meetings and training sessions
- Demonstrate and train individuals and committees on Perma-Bound products and services
- Collaborate with internal departments and sales management to maintain customer relationships
- Identify funding opportunities, grants, and customer needs
- Complete accurate sales forecasts in a timely manner
- Travel to schools, districts, region centers, conferences, exhibits, and in- service meetings in the territory

### Requirements

- Bachelor's Degree in Education, Business or equivalent work/training experience in marketing or sales
- 2-5 years in sales or educator experience
- Excellent written and verbal communication skills, and presentation skills
- Demonstrated ability in strategic key accounts management and needs-based selling
- Self motivated, driven, organized, and time management skills
- Proficient in technology and strong knowledge of the internet, computer, and mobile applications

### About Perma-Bound

An industry leader, Perma-Bound Inc. is a division of Hertzberg-New Method, a family-owned business in Jacksonville, IL. For more than 60 years, we've been a leader in the library binding and educational services industry. We provide durable library-bound books, ebooks, and teaching materials to thousands of Pre-K through 12 schools and libraries throughout North America, Latin America, and Asia. With over 300,000 titles from more than 1,000 publishers, Perma-Bound has always offered strong title selection, comprehensive teaching materials, and a wide variety of educational software and electronic media, along with online catalog ordering, complete cataloging and processing, and collection development/analysis. For more information, visit [www.perma-bound.com](http://www.perma-bound.com).