

Last updated: 8/10/23

Company: Catholic Textbook Project

Position: Sales Representative

Salary: Base plus commission, realistic potential for up to \$75 – \$85k first year.

Benefits: Health Sharing/Insurance Compensation; Retirement Savings

Our Company

Catholic Textbook Project was launched in 2000 to create textbooks proceeding from the insight that mankind and history are transformed irrevocably by Christ and his Church. Our textbooks bring history to life by using a narrative format that engages student interest and invites them into the *story* of history. This allows us to focus on the facts of history without prejudice or bias, helping students uncover the *full* story.

The Opportunity

School response to this unique, innovative and effective approach continues to exceed expectations, driving strong growth for the fourth consecutive year. The Catholic Textbook Project **Sales Representative** role fuels this growth by connecting with school educators to form authentic partnerships that transform the learning process, specifically in the subjects of History and Science.

How can you make an impact?

Reporting to the Vice President, the Sales Representative drives the annual sales process through closing to ongoing partnership, to meet or exceed expectation. Distinct marketing initiatives and proven sales support bolster the creativity and initiative the Sales Representative brings to the table. The Sales Representative works remotely with travel expectations averaging 25% or as needed to achieve success. Should be a practicing Catholic in good standing.

What can you expect from the position?

- Learn the established sales strategy from company leadership, aided by direct marketing and the sales support team to drive results.
- Contribute to the sales strategy with your own creativity and innovate thinking to develop key accounts and volume opportunities.
- Interface with established local, regional and national Catholic organizations to identify opportunities and develop them into new sales.
- Retain customers through established partnership initiatives and leverage your insight and ingenuity to help develop new ones.
- Develop and maintain a thorough understanding of History, Science and new subjects as part of the Catholic Textbook Project education strategy for Catholic Schools.
- Work closely with the company leadership, marketing, and sales support teams to develop new strategies to grow sales and maintain market share.
- Share information gathered in the field with company leadership and the product development team to better position Catholic Textbook Project products.
- Support the Home School Market in education strategies and product sales.
- Drive regional and national event strategies to showcase company philosophy and products, capture leads and make sales.
- This position has the potential to grow into a sales management role.

What can you bring to the role?

- A passion for the Catholic faith and Catholic education.
- Bachelor's degree required.
- Minimum of 4 years of related experience, which could include working with customers in educational publishing, Catholic publishing, Catholic education and/or providing training to similar audiences.
- Proven communication skills with employees and customers at all levels, including the ability to give succinct, yet precise instructions to non-technical audiences.
- An innovative and creative customer-centric approach.
- A problem-solving aptitude and mentality with strong attention to details across all job functions.
- Familiarity with the MS Office Suite, sales CRMs, virtual meeting hosting and current communication technologies are a plus.
- Knowledge of classical liberal education and the Catholic elementary school market is a plus.
- Ability to travel up to 25%

What you can expect from Catholic Textbook Project:

The work you do for Catholic Textbook Project matters. It literally impacts the way young people are taught to think. That work will continue with the addition of products and services that further Catholic Textbook Project's mission. You will interface with all levels of the organization, you will have opportunities to contribute to the business strategy, and you will experience the rewards that come from achieving goals. Planned growth into a sales manager role is possible for the right candidate.

How to begin the conversation

Interested candidates should send their updated CV/resume with cover letter to bdtopping@icloud.com.