

Get More Math Job Description (Frontporch)

Job Title: Sales Account Manager

Function: Outside Sales Representative

Location: Texas - Remote

FLSA Status: Exempt: Base Salary, plus commissions

Reports to: President

Get More Math is a division of Front Porch, Inc. and is a proven effective education technology solution for math teachers and students. Get More Math has a reputation for improving math test results and empowering teachers, while making math fun and satisfying for students. Get More Math is being widely used in schools throughout the Northeast and Texas. We are seeking to expand GMM usage nationwide.

Are we a match?

Our ideal candidate is a creative and energetic team player who will communicate with school leaders, teachers, and administrators to evangelize the benefits of our Get More Math system. We are seeking an effective communicator who is motivated by the growth and success of our products. This role requires direct interaction with educators at all levels, so excellent verbal and written communication skills are a must. This position offers a high degree of autonomy - a successful candidate will have strong organizational, and task management skills, as well as technological literacy to track and report on customer activities within our company CRM.

What does a GMM Sales Account Manager do?

Duties may be assigned and performed individually, as a part of a team, or in cooperation with customers.

- Travel is expected for tradeshow, school visits, and company gatherings.
- Tradeshow frequency varies. Overall, averages to a maximum of 1-2 shows per month.
- Research and manage arrangements for regional events and tradeshow.

- Develop a deep knowledge of the GMM products and educators' pain points.
- Effectively communicate key product features and benefits to prospective customers.
- Independently prospect new sales opportunities within assigned school districts.

- Provide exceptional customer service to current and prospective customers.
- Maintain customer accounts and increase use and adoption within districts.
- Achieve sales objectives, as determined by the company.
- Develop proposals, quotes and negotiate agreements for purchase of GMM.

Compensation

- Base Salary: \$60,000 - \$70,000 (based on experience)
- Commission: \$15,000 - \$35,000 (based on total sales)
- All travel expenses are reimbursed.
- Computer, Monitor, printer, etc. are provided

What are we looking for in a candidate?

- BA/BS degree
- Knowledge of Texas and its educational system
- Sales experience (preferred, not required)
- Experience in education (preferred, not required)
- Personal experience using Get More Math (preferred, not required)
- Cool under pressure
- Strong written and verbal communication skills.
- Excellent presentation skills.

Physical Demands

The position requires the employee to spend extended periods of time working on a computer in a remote work environment. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions of this position.

An employee must meet the following physical demands in order to effectively execute the essential functions of this job:

- Talk, hear, stand, sit, walk, reach with hands and arms.
- Must be able to lift approximately 20-40 lbs.

Note: This job description is intended to provide an overview of the required responsibilities of the employee for this position. It is not intended to include a comprehensive listing of all of the activities and responsibilities of the position. Front Porch, Inc. dba Get More Math may change this job description at any time with or without notice. This job description does not constitute a contract of any kind.

NEXT STEPS

If you are interested in applying for the job, please follow the directions below.

1. Email President, Erica Martin, emartin@getmoremath.com with the following:
 - a. Your resume
 - b. A video introducing yourself and describing how you qualify for the list of features in the "What are we looking for" section of this job description.
 - c. Any questions you may have regarding the position.

Candidates will be accepted through the month of January. Please submit your email no later than January 31, 2025.