Who We Are

Sphero has been inspiring the creators and inventors of tomorrow through creative learning and play since 2010. From humble beginnings in Boulder, CO, Sphero has become the #1 robot in education, available in 40,000+ institutions globally. In August 2019, Sphero welcomed littleBits into the fold to become the EdTech market leader and accelerate play-based learning for kids worldwide. littleBits democratizes hardware by empowering everyone to create inventions, large and small, with their platform of easy-to-use electronic building blocks. With new offerings coming out all the time to help kids start, grow, and graduate with Sphero, our robots truly go #BeyondCode.

At Sphero, you can do the work you love, be yourself, and take fun seriously.

What You'll Do

We are looking to build out our Education Sales department with an Educational Sales Manager (Account Executive) in Texas. The ideal candidate is entrepreneurial, driven, organized and passionate about education. As a member of the Sphero team, this position will have strategic and tactical responsibility for delivering key account results, growing our long-term relationships, and building a world-class team.

Responsibilities:

- Manage the day to day sales activities (revenue, share, customer and relationship goals) as well as develop strategies and tactics to meet and exceed these corporate goals.
- Accurately predict sales forecasting for their respective region(s); track and manage the weekly/monthly/quarterly sales reporting process, analyze and report measurements such as orders, sales, revenue, and actual progress to goal.
- Help build the EDU North American sales network in a specified territory, develop relationships and optimize marketing programs to maximize growth potential.
- Experience selling and negotiating with “C” level executive and/or State administrative offices.
- Form key relationships and strong communication with: Executive team, Marketing and Product teams, Finance and Operations, and Retail operations.
- Identify and qualify leads, make sales presentations, provide training and customer follow up.
- Oversees business development initiatives including establishing and managing relationships with key strategic channel partners and educational institutions.

Experience / Attributes We’d Like You to Have:

- 4+ years related educational sales experience with proven track record meeting and exceeding quotas and goals.
- Ability to travel ~50% of the time within territory.
- Salesforce experience required.
- Understanding of the primary and secondary education markets in the United States.
- Proven ability to maneuver and be successful as an educational sales brand strategist, consumer education centrist, and sales driver with demonstrated success in meeting and exceeding quarterly and yearly revenue goals.
- Effective and influential verbal, written, electronic communication and presentation skills.
- Strong existing relationships within the education market with a proven ability to target and support key accounts.
INSPIRING THE CREATORS OF TOMORROW

- Possess both strategic and tactical capabilities, able to analyze the market, competitors and company strengths and weaknesses while devising winning sales strategies.
- Prior experience negotiating and managing contractual arrangements, RFIs and RFPs.
- Bachelor's Degree in Business or related field.

This is your opportunity to lead part of the robot revolution with a fast-paced, innovative team that is changing the world of play and learning. If you're interested in joining the team, please send us your resume and a cover letter detailing why you’d be a good fit for the Sphero team. If you have a presence on the web, rap sheet, write a blog, or practice another craft, we’d love to hear about it.

Sphero offers an exciting work environment, and a generous compensation package including a competitive salary; 100% paid health, dental, and vision insurance; stock options; and many other perks such as unlimited PTO, a wellness reimbursement, and cell phone benefit.