



95 Percent Group LLC Position Description

Date: November 2022 **Hourly or Salaried:** Salaried
Title: Technical Sales Consultant **Exempt or Non-Exempt:** Exempt
Reports to: Director, Client Success **Full-time or Part-time:** Full-time

Position Summary:

The position will be responsible for pre-sales technical positioning of product technologies, the development of implementation planning, and implementation support for clients. Accordingly, the successful candidate should have a firm understanding of K-12 school districts, along with a working knowledge of the processes, requirements, and solutions desired by schools and districts. The Technical Sales Consultant acts as the technical product expert internally while also supporting Clients.

Essential Responsibilities:

- Provide consultation, preparation and presentations of proposed technical solutions, including product demonstrations and implementation support.
- Work with one or multiple sales representatives to grow user base and to develop strong district implementations.
- Possess a deep understanding of the 95 Percent Group product suite and map the unique capabilities of 95 Percent Group products to the strategies and goals of school districts.
- Serve as an expert on the platform and work with product management to recommend new products and services.
- Conduct technical training classes for internal/external attendees.
- Perform other duties as assigned.

Required Qualifications

- Proven track record successfully resolving difficult client situations.
- Strong interpersonal skills with proven ability to influence and collaborate with others outside of reporting authority to achieve shared goals.
- Excellent written and verbal communication skills.
- Skilled at developing solid relationships with teammates, clients, and other colleagues by fostering teamwork, partnership and collaboration.
- Lead by example following and supporting company guidelines.
- Familiar with data analysis concepts and tools such as Microsoft office applications (Outlook, Excel, etc.)
- Preferred IT knowledge on general connectivity, network integration of devices, wireless protocols, mobile network technologies, software support and cyber security standards.

- Requires the ability to carry out the physical requirements of the job including kneeling and standing for long periods of time, squatting, bending, lifting, pulling, twisting.
- Ability to regularly lift and/or move up to 50 pounds and occasionally lift and/or move in excess of 50 pounds using lifting aids, technologies, or appropriate assistance.
- Must be able to sit and drive extended distances as per region requirements or fly for several hours.
- Must be able to travel 30% including overnight stays as required.
- Must have a valid driver's license.

Skills and Qualifications:

- Bachelor's Degree in Education, Education Technology, or related field.
- Knowledge of student rostering systems, Learning Management Systems, and other school-district technologies.
- Strong computer skills including MS Word, and Excel.

Physical Requirements/Work Environment:

- The use of standard office equipment and computer
- Remote work environment with a low noise level

Company Description:

95 Percent Group is a leader in literacy intervention instruction for pre-K through grade 8 across the U.S. The company offers professional development training for teachers and administrators as well as print and online products to assist teachers with helping students who struggle with reading. 95 Percent Group's comprehensive educational consulting, professional development, diagnostic assessments, and instructional materials help schools deliver intervention instruction that consistently and significantly increase reading achievement.

The company was founded in 2005 and is based in Lincolnshire, IL (northwest suburban Chicago). Its customers are primarily school districts across the U.S., and they are served by consultants who travel for on-site training as well as through online training. The company has over 30 employees, with about half based in Chicago and half located in other states.

95 Percent Group has a fully engaged and highly committed leadership team who cares deeply about our mission. We've hired the best from inside and outside the industry. This is a tremendous opportunity to join a company positioned for continued significant growth. An added plus is knowing that what you're doing every day is making a significant difference in children's lives. Come work with a group of smart, fun, passionate professionals who value creativity, innovation, and making an impact.

95 Percent Group, LLC is an equal opportunity employer and will consider all applications without regards to race, sex, age, color, religion, national origin, veteran status disability, sexual orientation, gender identity, genetic information or any characteristic protected by law.

Apply for Technical Sales Consultant using the link below:

<https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=26829572->

[58e7-42eb-a813-ac5f212a3c53&ccId=19000101_000001&jobId=440915&lang=en_US&source=CC4](#)