

**Digital Learning Engagement Sales Specialist**

**Position Summary**

The Digital Learning Engagement Sales Specialist is responsible for promoting and selling Expeditions in Science to schools throughout Texas. Expeditions in Science is an online, interactive science curriculum developed by the Witte Museum. This is a part-time, remote position. The Digital Learning Engagement Sales Specialist will report to the Director of Stewardship Education.

**Key Responsibilities**

Sales Strategy & Execution

* Develop and implement sales strategies to promote Expeditions in Science
* Identify and target potential clients such as school districts, private and charter schools, and home school co-ops
* Manage the full sales cycle: lead generation, pitching, negotiation, and closing deals

Client Engagement & Relationship Building

* Build strong relationships with educators, curriculum coordinators, and decision-makers
* Understand client needs and align Expedition offerings with educational goals and standards (e.g., STEM initiatives)

Product Knowledge & Customization

* Stay informed about the content and features of Expeditions in Science (e.g., traveling exhibits, live interactions, 3D environments, simulations)
* Customize offerings or bundles based on grade level, subject focus, or learning outcomes

Collaboration with Internal Teams

* Work with content creators, educators, and tech teams to ensure Expeditions in Science meets market demands.
* Provide feedback from clients to improve product offerings

Marketing & Outreach

* Collaborate on campaigns, webinars, and demos to showcase the value of Expeditions in Science
* Attend conferences or education events to represent the product

Data & Reporting

* Track sales metrics, customer feedback, and engagement data
* Use CRM tools to manage pipelines and forecast revenue.

**Skills & Qualifications**

* 3+ years of experience as a K-12 Educator Role (e.g. teacher, coach, school leader, administrator, or equivalent) OR
* 3+ years in client-facing roles that included responsibilities involving account management, customer success, implementation, consulting, or equivalent in the education field
* Strong background in sales, ideally in EdTech or STEM Education
* Excellent communication and presentation skills
* Familiarity with virtual learning platforms and science education standards
* Passion for science, education, and digital innovation
* Must be able to travel for day and overnight sales

**Physical Requirements**

* Frequently lift up to 30 pounds
* Ability to bend, stoop, squat, walk, turn, pivot, push, pull, and sit/stand for periods of time
* Work in a fast-paced environment dealing with a wide variety of challenges, deadlines, and a varied and diverse array of contacts.
* Works primarily in a traditional climate controlled office environment
* Work intermittently in outside weather conditions, including extreme heat and cold
* Travel required for sales, events, and professional development
* May occasionally work nights or weekends