

## **Academic Account Executive – Inside Sales (San Diego)**

University Readers is taking the college textbook publishing industry by storm! Join our team (while making great income) marketing, selling and managing proven college custom publishing services that are loved by thousands of university professors and have served over 250,000 students around the country. We are entrepreneurial, flexible, and our compensation plans reward those who are committed to increasingly growing their client base.

Although we prefer candidates with some marketing, project management, inside sales and/or customer service experience, we'll consider anyone (including an entry-level applicant) who is a sharp communicator, relationship-builder, and multi-tasker. Some of our most successful Academic Account Executives are recent college graduates whom we've trained!

### What We're Specifically Looking For:

- Dozens of "touch-points" per day with clients, referrals, web leads, and prospects at universities such as Harvard, Michigan State, UCSD, SDSU, U Texas and many others. You need to have high-energy; able to work at a busy (but fun) pace, mainly on e-mail and phone!
- Great organizational skills (researching and monitoring your territory, tracking your notes in our company database, reporting your activities, opportunities, and projects, etc.)
- Excellent speaking, writing, and phone/email skills (the bottom line: you have to love communicating with those in academia)!
- Ability to think on your feet – our ideal candidate is independent, diplomatic and self-motivated, but plays well with others
- Commitment to and genuine desire to deliver outstanding client service (we love academic staff, faculty, and students!)
- Ability and desire to seek out new business everyday to maximize sales (and your bonus)!
- A drive to seek excellence with a "whatever-it-takes" attitude
- Some creativity (our team will want your help conceiving of new marketing strategies)
- Possible (but limited) travel to local, regional, and national campus trips and events

This is an incredible opportunity for the right individual. We are positioned to triple in size over the next few years and we need committed account executives to grow with our company (both with respect to professional development and compensation). University Readers offers all of our team members a stimulating and entrepreneurial work environment, great colleagues, the opportunity to shape their position, and convenient and airy office space (with great coffee and free snacks!) right in Sorrento Valley (a perfectly located area within San Diego, CA). If you're tired of big and boring companies that constrain you, this is your dream chance.

Compensation: Great salary + commissions on every sale (including recurring business)! First year compensation is expected at \$40-\$45K with increases of \$10-\$15K annually. But, the sky is the limit; the harder (and smarter) you work the more you'll make.

University Readers also provides a comprehensive benefits package (health, vision, dental, and 401K matching plan).

Start Date: Immediate

For consideration, please e-mail cover letter, resume, and the position to which you are applying in the subject line to [jobs@universityreaders.com](mailto:jobs@universityreaders.com).

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An Equal Opportunity Employer – ([www.universityreaders.com](http://www.universityreaders.com))

**Company Description:**

University Readers provides valuable print and digital custom-textbook and other custom-publishing services for university faculty, staff, and students around the country. As a San Diego-based entrepreneurial company with ambitious growth plans and humming national e-commerce site, we work hard and challenge one another to perform our best. We value hard-working and customer-centric team members who want to make a difference, solve problems, and take initiative and ownership of their work.