

Seeking Inside Sales Executives & Acquisitions Editors for Fast-Growing Custom Publishing Company

Are you a successful inside sales rep who wants to join a proven team that is revolutionizing the way professors develop custom content for their courses?

If so, University Readers is hiring inside sales reps and acquisition editors to work directly with university professors and programs. We are an established company that works with over 3,000 professors and authors to develop custom content, marketable anthologies, and other books (in both print and digital formats) that are then sold to over 100,000 students annually via our e-commerce site. Make no mistake about it - this IS the future of the Higher Ed Publishing market. University Readers is at the center of this trend and growing rapidly (roughly 30%/year for the past few years) and is launching new technology applications that are unmatched in the marketplace. This is an incredible opportunity for the right individual who is looking for a fresh and proven publishing model which professors love.

Position Summary:

Inside Sales Executives seek out new business (both custom textbooks and national projects) with professors and authors, manage existing clients, and meet and exceed their assigned territory sales goals. Candidates manage all phases of the initial contact with the authors, including conceptualizing the projects, assisting professors in selecting materials, negotiating any contracts and submitting the orders, and managing the deadlines.

We are looking for candidates who:

- Have a BA/BS coupled with successful inside sales experience (specifically experiences in sales, marketing, and/or higher education publishing preferred)
- Have excellent sales and customer service skills, including cold calling, relationship-building, and closing new business.
- Have self-motivation and high-energy. Able to work at a busy (but fun) pace, mainly on the phone with professors, staff, and program-level decision makers.
- Have strong verbal and written communication skills coupled with excellent organizational skills
- Are committed to, and have a genuine desire to, deliver outstanding client service
- Possess a drive to seek excellence with a “whatever-it-takes” attitude
- Are extremely tenacious and sharp
- Have working experience with CRM systems and other technology applications needed to work a large list of prospects
- Demonstrated teamwork, negotiation, and problem-solving skills
- Ability to travel 10% of the time to your assigned territory (this includes visiting college campuses and attending conferences as needed).

Compensation includes competitive base salary + commissions + bonuses. University Readers also provides a comprehensive benefits package (health, vision, dental, holiday/sick/vacation days, and 401K matching plan).

Start Date: Immediate

For consideration, *please e-mail* cover letter and resume to jobs@universityreaders.com) and include in the subject line: Inside Sales Position

University Readers Inc.
3970 Sorrento Valley Blvd.; Suite 500
San Diego, CA 92121
858-552-1422 (fax)

An Equal Opportunity Employer – (www.universityreaders.com)