

Academic Sales Executive – Outside Sales (Boston)

University Readers is taking the college textbook publishing industry by storm! Join our team marketing and selling 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 outside sales 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 Sales Executives are recent college graduates (with an awesome entrepreneurial spirit) whom we've trained!

What We're Specifically Looking For:

- Excellent sales and customer service skills, including cold calling, networking, relationship-building, conducting small-group presentations and meetings, and closing *new* business.
- Self-motivation and high-energy; able to work at a busy (but fun) pace, mainly in-person on college campuses with professors, staff, and program-level decision makers.
- Excellent interpersonal skills (the bottom line: you have to love communicating with those in academia)!
- Great organizational skills (researching and monitoring your territory, tracking your notes in our company database, reporting your activities, opportunities, and projects, etc.)
- Ability to think on your feet – our ideal candidate is independent and diplomatic
- Team oriented – you'll work closely with our inside account management team, so you must be able to play well with others
- A drive to seek excellence and WIN with a "whatever-it-takes" attitude
- Some creativity (our team will want your help conceiving of new marketing strategies)
- 80% of your time will be spent on college campuses in your assigned region (mainly driving distance away) with very limited overnight travel needed.
- Ability to work on the road and from a home office as needed with an initial 2-week company paid training period in San Diego, CA.

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 and hard-working outside sales executives to grow in responsibility with our company. If you've ever wanted to build your own business (or are tired of big and boring companies that constrain you), this is your dream chance.

Start Date: Immediate

Compensation: Great salary + commissions (with upfront bonuses and recurring commissions on every sale)! First year compensation around quota is expected at \$50-\$65K 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 laptops with

broadband access, cell phones, generous car allowances with gas, and comprehensive benefits packages (health, dental, vision, and 401K plans).

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

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An Equal Opportunity Employer – (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.