



[Art in Action](#) (AiA), a leading visual arts education nonprofit organization, is seeking a creative, energetic Educational Sales Account Executive to drive earned income and mission growth. The Account Executive promotes and sells the AiA program to schools and youth organizations through direct sales activities and the management of inbound leads. This team member is a key contributor in scaling the impact of the organization and growing it beyond its steady base of long-term satisfied customers. Art in Action empowers children through art education, we believe “*every child deserves art*” - join us if you want to help make a difference in youth education!

Responsibilities

- Meet and exceed annual sales targets within assigned territory and accounts through inbound and direct sales
- Develop and execute strategic plan to achieve sales targets and expand our customer base
- Build and maintain strong, long-lasting customer relationships
- Communicate with customers to understand their needs and objectives
- Effectively communicate AiA's value proposition through proposals and presentations
- Understand educational landscapes and trends
- Report on forces that shift tactical budgets and strategic direction of accounts
- Collaborate on marketing strategy to support sales plan
- Conduct market research and lead generation to build sales funnel
- Work with team to support company objectives and mission

Experience & Qualifications

Required:

- 3-5+ years of successful, direct sales experience, sales and marketing experience preferred
- Proven track record in meeting or exceeding sales targets
- Ability to create successful sales strategy, tools, and projects
- Ability to drive the sales process from plan to close
- Ability to articulate the distinct aspects of products and services
- Ability to position products against competitors
- Self-starter, strong sense of responsibility and productivity, dependable follow-through
- Creativity, resolution-focused, open to new ideas
- Excellent listening, negotiation and presentation skills
- Excellent verbal and written communications skills
- Thrives in small, collaborative, mission-focused team culture
- BA/BS degree or equivalent

Other desirable skills and experience:

- Non-profit experience
- Excellent organizational skills, attention to detail
- Leadership, ability to communicate, present and influence all levels of the organization
- Supports the belief that arts education is a critical component of youth development
- Proficiency with Mac or PC, MS Office, Google Suite, Salesforce, and social media platforms

Exempt, full-time position, In-office or hybrid

Compensation: From \$58,000 per year plus commission

Benefits: Positive, collaborative work culture, Health, Dental, Paid time off

Art in Action is proud to be an equal opportunity workplace. We celebrate diversity and are committed to maintaining an inclusive environment for the benefit of our employees and our community.

Interested parties submit cover letter, resume, and references to Mary Carbullido, mary@artinaction.org