Position: NYC Sales Consultant  
Job Type: Full-time  
Location: Remote or New York

About PowerMyLearning  
At PowerMyLearning, we believe that students are most successful when supported by a triangle of strong learning relationships between students, teachers, and families. As a non-profit, PowerMyLearning is especially committed to students from low-income communities, students with learning differences, and English Language Learners.

We partner with schools and districts nationwide to transform teaching and family engagement through innovative coaching and workshops, and through our award-winning digital platform, PowerMyLearning Connect and online family engagement tool Family Playlists.

As reported in The New York Times, Family Playlists® are multilingual, mobile-friendly homework assignments that have students teach what they are learning to a family partner at home—a strategy that strengthens students’ understanding and social-emotional learning (SEL) skills.

A recent study found Family Playlists had a statistically significant impact on students’ New York State math test scores equivalent to four months of additional learning.

Founded in 1999, PowerMyLearning has deep experience in teacher professional development, family engagement, and education technology.

The Role  
This person will own the New York City territory and will report to the Managing Director of National Partnerships. As a Sales Consultant, this person will be responsible for building relationships with Principals and key decision makers at the Community School District and Central offices in order to sell our cutting-edge Family Playlists product and research-based Professional Development services. Day to day activities will include:

- Visiting with Principals and other Administrators in the NYCDOE
- Creating local email campaigns
- Working with the National Marketing team to develop regional campaigns
- Pipeline management
- Forecasting
- Entering and maintaining data in the CRM
- Developing, reviewing, and adjusting a territory sales plan
You will also become well-versed in your territory’s funding, state initiatives, demographics, and K-12 education landscape, which will help inform your overall sales strategy. This is a remote role.

**Qualifications**
You are a proven Sales Rep with 3+ years hitting or exceeding your quota of selling digital education solutions and/or professional development to the New York City Department of Education. You have demonstrated expertise in seamlessly navigating multiple stakeholders (Principals, Assistant Principals, coaches, community school superintendents, instructional and curriculum directors) to engineer the right solution for each customer. You take a consultative approach to sales and have proven experience building business from organic growth. You are passionate about what you sell and communicate that to your partners.

**To Apply**
Qualified candidates can apply by visiting [https://powermylearning.applicantpro.com/jobs/](https://powermylearning.applicantpro.com/jobs/). You will need to submit a resume and thoughtful cover letter (outlining how your skills and experience meet the qualifications of the position, and how you heard about this opportunity).

Applications will be reviewed on a rolling basis.

PowerMyLearning is committed to building a diverse team of staff and strongly encourages applications from people of color.