



Business Development Associate

APPLY NOW

ABOUT ECRA

ECRA Group is a premier research and analytics consulting firm that helps educational leaders improve student outcomes by adopting more evidence-based practices. ECRA Group has partnered with over 1,000 school systems nationally and works in partnership with many state and national professional organizations such as the American Association of School Administrators (AASA).

REQUIREMENTS

- Bachelor's degree in Business, Sales, or related field
- Minimum 3 years of experience in education or corporate sales, preferably in a professional services environment
- Proven track record of acquisition of new clients and revenue growth
- Must have a dependable car and ability to travel to prospective clients for presentations
- All candidates must be eligible to work in the United States without visa sponsorship

Qualified candidates can submit a cover letter and resume to jobs@ecragroup.com.

JOB DESCRIPTION

ECRA is seeking an experienced sales professional with the ability to drive sales by generating new leads, establishing business relationships, and selling ECRA services.

SKILLS AND KEY COMPETENCIES

- Knowledge of the education enterprise and the business of operating school systems
- Willingness to learn and display perseverance
- Experienced in relationship-based selling, targeted prospecting strategies, and value positioning
- Ability to interact across all levels of an organization
- Motivation and initiative to promote and sell ECRA services
- Exemplary communication, interpersonal, organizational, and presentation skills
- High level of attention to detail and timely follow through
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint)

RESPONSIBILITIES

- Establish and maintain a deep knowledge of ECRA services and products
- Develop and execute individual sales plans to achieve revenue goals through new business development
- Generate new leads, build rapport, understand client needs, and close deals
- Conduct informational seminars and presentations to introduce ECRA products and services and propose client solutions
- Attend and represent ECRA at industry-related conferences and seminars (exhibit booth, presentations, etc.)
- Stay current on emerging trends and best practices
- Provide regular reports and updates to the President regarding business development activity
- Perform other ECRA miscellaneous duties as assigned by the President and CEO