



## K-12 Education Outreach Coordinator

Digital Human Library is looking for a K-12 Education Outreach Coordinator to lead outreach activities in the K-12 education market in Canada and potentially the United States.

<b>Position</b>	K-12 Education Outreach Coordinator	<b>Hours</b>	30 hrs per week (negotiable)
<b>Compensation</b>	100% commission to start 6% commission on new sales Variable commission rates for renewals over a 5 year period Opportunity to move to a salaried position if successful in this role <b>Potential Annual Salary: \$30,000 - \$70,000</b>		
<b>Type</b>	Full-time	<b>Location</b>	Work from home
<b>Start Date</b>	TBD	<b>Application Deadline</b>	Ongoing

## How to Apply

\*Please send your resume and cover letter to: [leigh.cassell@digitalhumanlibrary.com](mailto:leigh.cassell@digitalhumanlibrary.com)

## Overview

Coordinators are passionate about making a difference for kids, and provide an outstanding partnership experience for the school districts we serve. Coordinators are responsible for initiating outreach, coordinating presentations and follow up meetings, leading presentations, finalizing contracts, and maintaining ongoing relationships with the districts we serve.

In order to be successful in this role you will need to have previous experience leading outreach and engaging with clients (*preferably in the education market*), a deep understanding of the relationship building process and dynamics, marketing experience, exceptional interpersonal skills, and enjoy working on an innovative and dynamic team!

Indigenous youth, youth living with disabilities and youth living in Northern, rural and remote communities are encouraged to apply. Personalized training will be provided by dHL to all new Team Members.



## Knowledge and Skills

- College diploma or Bachelor's degree (*preferred*)
- Growth mindset
- Highly motivated and goal driven (*a proven track record in sales*)
- Ability to build productive professional business relationships
- Demonstrated ability and passion for building bridges between Indigenous and non-indigenous peoples
- An understanding and deep appreciation for Indigenous culture and peoples within Canada and/or globally
- Proficient oral and written communication and collaboration skills
- Strong interpersonal skills and relationship management skills
- Demonstrated ability to work collaboratively on a team
- Proficient time management and organizational skills
- Experience using Hubspot or a comparable CRM (*preferred*)
- Proficiency using G-Suite/ Google Apps (*preferred*)
- Proficiency using at least one video conferencing platform (*preferred*)

## Responsibilities

- Establish, develop and maintain positive client relationships with K-12 school districts across Canada
- Engage in high level conversations with senior leadership teams
- Promote services leveraging product knowledge, market trends and district needs
- Reach out and connect with new potential districts by phone, email, and video conference
- Present services to senior level district teams
- Respond to client inquiries/ complaints and expedite the resolution to ensure district satisfaction
- Collaborate with dHL teams to achieve agreed upon goals and outcomes
- Handle order processing with accuracy and timeliness
- Track client relationships and the sales process using Hubspot
- Generate reports on client needs, problems, interests, competitive activities, and potential for new products and services
- Assist in the creation, preparation and distribution of promotional materials
- Provide support to districts as needed
- Continuously improve through feedback

## Opportunities

- Join a dynamic team of innovators making positive world change in education
- Meet and connect with extraordinary industry leaders from across Canada
- Expand your personal and professional network
- Become part of a passionate, enthusiastic dHL family committed to bringing people together in service of youth and learning