



## Job Description

## Regional Sales Director

### Company Description

With more than 30 years of financial aid software experience, Regent has become an industry-leading provider of financial aid management software. Our web-based, easy-to-use solutions, interoperate with and enhance any student information system. The result: greater efficiencies, error reduction, and the enhancement of service provided to students - all equating to a positive, measurable Return on Investment (ROI) within the first year. Regent software automates and streamlines key financial aid processes, such as packaging, awarding, tracking, reporting and disbursements. Designed and built for the financial aid and enrollment management community, Regent enables institutions to effectively execute their financial aid strategy, and enables the 21st century student to access information - anytime, anywhere, any device, in any language.

The company allows casual business dress and offers a result based, entrepreneurial work environment. We want the best and brightest who are self-starters who can take action to achieve results. We are a team based culture with a "Can Do" attitude and always strive to exceed expectations. We offer Comprehensive benefits which includes; health and dental, life, and a 401K plan, as well as, company bonuses for exceptional performance.

The Regional Sales Director (RSD) will ideally meet or exceed sales objectives of the assigned territory by promoting and selling the Regent product solutions through professional sales techniques and long-term customer relationships.

The RSD will play an integral role in the success of the Sales team. Specifically s/he will be responsible for:

- Meeting and exceeding set sales quotas while adhering to Regent's sales rules of engagement.
- Making prospecting a part of the regular routine ensuring that new prospects are added to the pipeline on a consistent basis.
- Managing a complex, enterprise solution sale with a 3 month to 8 month purchasing cycle. Moving the sale through the entire sales process ending after the transition to a Customer Account Manager. This includes taking an active role in the RFP process.
- Continually learning about new products and improving selling skills. The RSM is required to attend training events throughout the year and expected to participate in self-paced tutorial learning when appropriate.
- Demonstrating industry knowledge
- Becoming familiar with all Regent Partner relationships and how they relate to Regent sales.
- Providing weekly reporting of pipeline and forecast using the Salesforce automation tool.
- Maintaining accounts receivables in compliance with objectives.
- Keeping abreast of competition, competitive issues and products.
- Attending and participating in sales meetings, product seminars and trade shows.
- Preparing written presentations, reports, and price quotations.
- Conducting contract negotiations.
- Managing sales pipeline of 4 to 8 million.
- Ability to upsell and sell additional products/services into existing clients.
- Effectively and efficiently employ Regent human resources at appropriate stages in the sales cycle; matching level for level, to grow and advance the sale.
- Defining and executing territory sales plans.



## Professional Requirements

- Bachelors degree required
- 5+ years' sales experience in the, education, and/or solution software sales industries. Knowledge of education student loan/financial aid industry preferred.
- Skilled at creating and executing prospecting strategies for discovering new accounts.
- Successful achievement of 1M+ quotas, consultative enterprise/solution or technical sales
- Ability to manage a pipeline of 50+ accounts at any given time
- Ability to work in a team environment
- Proven success prospecting, building a pipeline, moving opportunities through the sales cycle; proposing, presenting and discussing solutions with C-level and other decision-makers
- Ability to craft a solution with appropriate products and services that meets business goals based on client discussions

In addition:

- This position requires the RSD to work out of home as base operations, unless based in DC area.
- Locations available are Washington D.C. area, South, Southwest, Central and West Coast cities.
- Must be able to travel up to 25-40%of the time.

Regent Education is a drug-free workplace and you should be prepared to provide work-related references. *Please email your resume with salary requirements to [careers@regenteducation.com](mailto:careers@regenteducation.com).*