



Job Description

Solutions Manager

Company Description:

Regent Education develops software solutions exclusively for higher education institutions, where it is a leading provider of Financial Aid Management Software. Regent is the education market's first off-the-shelf solution designed to coexist, interoperate and enhance existing ERP system investments.

Regent products are web-based, developed on an open standards architecture which utilizes the benefits of 25 years of Higher Education knowledge and experience with today's flexible, interoperable internet based technologies. Regent Education is a client-focused, family-friendly software solutions company. Regent allows casual business dress and offers an entrepreneurial work environment. We seek highly motivated, leaders, who have the ability to contribute to the Company's development and achieve results. We have a team-based culture where the prevailing attitude is positive and employees always striving to exceed expectations. Regent offers a comprehensive suite of employee benefits that include-- medical and dental, life, and a 401K plan, as well as, company bonuses for exceptional performance.

Job Description:

You are the bridge between sales, technology and the client. This position provides technical assistance to the sales team whether in the office or in the field. It requires excellent technical and communication skills, prior technical experience, customer problem resolution, and the ability to work well in a team-selling environment. A comprehensive understanding of a financial aid management product and the financial aid/student loan industry preferred.

Principle Duties:

- Works closely with the Sales Team as a technical consultant for the Regent product suite during sales calls and sales visits.
- Conducts all product presentations
- Answers technical questions and conducts product demonstrations.
- Provides technical descriptions and content for proposals in response to RFPs & RFIs.
- Provides technical support to sales team for trade shows and events.
- Gathers ongoing prospect/customer feedback and related information.
- Conducts monthly product training sessions for the sales team.

Professional Requirements:

- Bachelors degree required
- 5+ years' sales experience in the, education, and/or solution software sales industries.
- Knowledgeable & articulate in software technologies (software implementation, software architecture, implementation lifecycles)
- Knowledge of education student loan/financial aid industry preferred.
- Ability to work in a team environment
- Ability to craft a solution with appropriate products and services that meets business goals based on client discussions

In addition:

- This position requires the SM 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.
- If, home based, individual must work out of the corporate office at least once a month.
- 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.*