

# **Territory Sales Manager - Remote**

## **Overview**

One to One Plus provides K-12 school districts with an integrated asset management and help desk platform designed to simplify technology operations. As a Territory Sales Representative, you'll be responsible for driving new business and managing relationships within a defined geographic territory consisting of multiple states. You'll engage directly with school district technology leaders, identify opportunities, and guide prospects through the full sales process—from initial outreach to closed deal.

This role requires a motivated self-starter who's skilled at outreach, discovery, and relationship-building in the education technology space.

## **Key Responsibilities**

### **Identify and Research Prospects**

- Identify current customers within assigned territory and make introductory contact.
- Research district websites to identify appropriate contacts, technology systems, and device environments.
- Identify current vendors used for asset management and help desk solutions.
- Ensure accurate and complete contact data within HubSpot CRM.

### **Outreach and Engagement**

- Develop and send custom emails to prospects based on research and engagement history.
- Create and use customized email templates (vendor-specific, issue-specific, and device-specific).
- Use LinkedIn Sales Navigator for targeted outreach and relationship development.
- Send personalized follow-up emails to engaged prospects using HubSpot lead scoring.
- Share peer district success stories and recommendations to build credibility.

### **Sales Process Management**

- Follow up on Demo-on-Demand submissions and price requests.
- Schedule and attend product demos with prospects.
- Assist with preparing and delivering quotes and proposals.
- Maintain follow-up through closure, ensuring smooth handoff to Implementation.
- Track and update all activities, communications, and deal stages in HubSpot.

## **Territory Marketing and Events**

- Attend trade shows, conferences, and regional events to represent One to One Plus.
- Schedule and coordinate state-specific webinars for prospects in the territory.
- Collaborate with resellers, service agencies, and regional partners to increase exposure and lead generation.

## **Qualifications**

- Bachelor's degree or equivalent experience
- 2+ years of experience in SaaS or technology sales (education sector experience preferred).
- Strong understanding of CRM tools (HubSpot experience a plus).
- Excellent communication and relationship-building skills.
- Proven ability to manage multiple deals and priorities within a defined territory.
- Self-motivated, organized, and goal-driven.

## **Why Join One to One Plus**

One to One Plus is a fast-growing SaaS company serving the K-12 education sector. We've built a culture centered on people — taking care of our clients and our employees. We offer competitive pay, excellent benefits, and a workplace where you can grow and make an impact.

- Supportive team environment with opportunities for growth.
- Competitive salary with commission and performance incentives.
- Comprehensive benefits package including the following paid 100% by the company:
  - Health insurance
  - Dental insurance
  - Vision insurance
  - Long-term disability
  - Short-term disability
  - Life insurance