Program Sales
Program Development Manager
Full Time

Are you a team player and self-motivated? Are you detail-oriented and prioritize great customer service? Most importantly, do you want to help make a positive impact on student lives? If so, we are looking for YOU to join our sales team as a Program Development Manager!

About Youth Equipped to Succeed
Youth Equipped to Succeed (YES) is a 501(c)(3) education nonprofit based in Dallas, Texas. Now in its 20th year, the organization has impacted over 4.8 million students, parents, and educators across 43 states through its positive youth development programs of: Motivational Experiences, Wellness Education, and Peer-to-Peer Mentoring. These programs drive catalytic change in the lives of K-12th grade students by addressing critical topics found in today’s youth culture, while also equipping them with the knowledge, attitudes, and skills they need to achieve more healthy and successful futures. To learn more about the YES mission, visit www.justsayyes.org

Job Description
This is a sales position that requires attention to detail and a high level of customer service. The Program Development Manager (PDM) serves as program booking coordinator for elementary, middle, and high schools, colleges, and youth organizations. PDMs listen and evaluate the needs and budget of each school or organization request to recommend the best speaker. PDMs work independently but collaborate as a team to achieve semi-annual sales goals. Attention to detail, thorough communication, willing to work as a team, and excellent customer service skills are vital to the longevity of the mission and impact of YES.

Responsibilities
- Book programs in schools by evaluating the needs given in a request
- Understand speaker specialties and program topics thoroughly
- Develop relationships with school personnel through phone calls, emails and occasional in-person meetings
- Provide EXCEPTIONAL customer service
- Requires initiative to develop new ideas for pursuing customers
- Research and understand the current issues facing youth today
- Daily cold calling seeking new opportunities
- Daily email blasts promoting upcoming YES programs
- Create and maintain accounts and contracts in Salesforce
- Work conference booths in the DFW area to promote YES programs (approximately 2-4 annually)

Qualifications
- 2-4 years sales and/or customer service experience
- General understanding of the educational system, i.e., district vs. local school
- Excellent computer skills
- Microsoft Office including Outlook, Teams, Word, and Excel
- Proficient in CRM (Salesforce is a plus)
- Outgoing personality, team player
- Self-starter
- Communicate effectively by phone, email, or in person
- Pass Texas background check
- Valid Texas Driver’s License

Education
- High school degree/GED required; college degree preferred

Compensation:
- Base salary plus commission earned

Please send cover letter and resume to Celia Weitzel, Director of Sales and Strategic Partnerships, at cweitzel@justsayyes.org.