

# LEVERAGE

Market Development Services

Founded in 2013, Leverage is a sales and market development company serving higher ed publishers and ed tech companies. Our mission is to achieve maximum results for our clients with little or no management on their part by leveraging the time and talents of industry pros. Leverage is known for high quality work, attention to detail, and delivering on our promises, which yields a high return on investment for our customers. We are looking for qualified candidates who will fit this culture to join our team. Leverage promotes work-family-life balance and a flexible working environment.

**Job Title:** Market Development Representative Reporting to Project Manager (full-time positions at 30-40 hour per week or part-time positions at 15-20 hours per week, plus “substitute” opportunities for those who can serve on as-need basis)

**Job Category:** Sales

**Job Location:** USA – Remote

**Employment Type:** Contract / without benefits

**Job Description:** The Market Development Representative is responsible for hosting demonstrations of digital products via web meetings and providing feedback with strategic insights and recommendations.

### **What you'll need to be successful:**

- A regular schedule, set by you, for hosting digital demonstrations. Hours must be M-F and can accommodate any USA time zone from EST to PST, regardless of your home office time zone. The more availability you offer, the more opportunities you will have to host demonstrations.
- Excellent organizational skills.
- Attention to detail.
- Proactive work style.
- Strong verbal and written communication skills; must be able to work in a collaborative environment.
- Self-starter work ethic that thrives in remote based office environment and can work on one's own initiative with a high degree of autonomy.
- Display and act with integrity and professionalism.
- 3+ years of Higher Ed Publishing Industry sales experience with a proven track record of success is preferred. Candidates with experience in sales, teaching, or professional writing/interviewing will also be considered.
- A regular commitment during “project season” of 15-40 hours per week within in 5-10 hour range. “Project season” follows the academic calendar.

### **Why Work for Leverage:**

- Flexibility / make your own schedule
- Decide how many hours per week you want to work
- Summers off
- Work from home

### **Candidate must be able to provide his or her own:**

- Home office with internet
- Cell Phone
- Computer
- Web-based meeting software such as Zoom

Email your resume to [anne@leveragefreelance.com](mailto:anne@leveragefreelance.com)