



THE THORPETM
— ENTERPRISE LLC —
There is room for everyone at the table of success!

<https://thethorpeenterprisellc.com/>

Position Title: Mid-Atlantic Regional Education Sales Representative

(Virginia, Washington, DC, Maryland, Delaware, Pennsylvania, New Jersey and NY)

Number of Positions (1)

Timeline: Immediate

Pay:

- **100% commission-based/part-time**
- **15% commission rate: \$24.10-\$19,575 (Based on student enrollment)**
- **Paid Monthly (Fall/Spring Sessions)**

About the Company

Mission: “Rebuilding People & Communities Worldwide”

Vision: The effects of Covid19 worldwide changed our focus to creating a world-class organization that develops in communities of all ages a deep understanding of the importance of having the proper education and training to fully participate in the new **Global Economy**.

We are committed to preparing our **Youth** and **Adults** to participate in the new global economy that generates **\$20 Trillion Dollars** and serves 474 million people per year by breaking down economic walls and removing the social glass ceilings.

Developing economic and social capital will be at the forefront as we help people recover from covid19. The purpose of the organization is to help people develop the specific knowledge and skills that will allow them to experience ongoing **Personal Prosperity**.

The **Strategic Plan** is to provide to communities ongoing personal and professional development opportunities to work with **World-renowned leaders** in fund development, community business strategy, employee relations and legal services, music industry, record deals, movie deals, acting deals, performance contracts, music scholarships, apprenticeships, internships, STEM and social emotional leadership training (social justice, diversity, equity, exclusivity, inclusion) in hopes of each **Youth** and **Adult** accomplishing their personal life goals of securing a seat at the table of success!

We will **Partner** with the general public, public and private schools, corporations, universities, federal government, state government, local government, national and international for-profit and non-profit organizations. The organization will support programs world-wide.

Core Values:

- HONOR: Exhibiting the highest level of respect
- COLLABORATION: Focused on working in harmony
- SELF-RESPECT: Having pride in yourself
- UNDERSTANDING: Listening to understand
- COMPASSION: Showing concern for all humanity
- INTEGRITY: Standing in truth
- DEDICATION: Commitment to Personal Prosperity

Target Audience:

- Our target audience for the company includes 55.7 million public and private school attendees, 19.7 million college and university attendees, 43 million renters, 155.76 million employed citizens, 38.1 million homes seekers, 627,000 new business owners in the United States and positioned to serve more citizens worldwide.

What Clients Gain:

- YOUTH AND ADULT participants will work with World-renowned industry leaders to develop the needed skills and abilities to audition for record deals, movie deals, acting deals, performance contracts, music scholarships, apprenticeships, internships, utilize social emotional strategic conversation structures and explore the world of STEM. Adult clients will learn how to use defined structures to maintain a healthy work environment, develop businesses plans based on market research and create a funding structure in alignment with funding institutions that will help secure the needed financial business resources. All Youth and Adult clients will be offered ongoing support for continued success. End-of-Course Professional Development Certificates will be offered for each academy.

The position:

The regional education sales representative position will identify sales leads, collect information from leads and prospective clients, educate clients about products, provide product demonstrations, and close sales deals to meet sales the quotas.

Our company seeks six regional education sales representatives to sell our products or services within a particular region. The position will be making inside sales, outside sales and virtual sales. The main objective involves communicating with new and existing clients to understand their needs and then helping them select the right products or services while taking their budget into consideration. Our ideal candidate has experience with sales forecasting as well as excellent interpersonal communication skills. Experience managing corporate sales accounts is a major plus.

Regional Education Sales Representative Duties and Responsibilities

- Identify sales leads and collect pertinent information from clients
- Inform clients about our products or services
- Guiding clients through the website to better understand the products
- Cultivate relationships with existing clients to secure their future business
- Use Google software and update database weekly
- Developing and managing a territory plan
- Ability to meet defined sales quotas
- Experience working in the education sector with teachers, administrators, elected officials, community members, state and federal government.

Sales Reporting/Forecasting

- Attend a weekly sales meeting, territory plan review and sales strategy session
- Create a weekly Academy Enrollment Report/Sales Contact Sheet

Closing

- Utilize customer service skills, sales negotiation skills and sales training to close deals
- Closing the deal by assisting the clients with navigating the website enrollment page, payment page and securing the payment.
- Confirm that the client receives a confirmation enrollment/payment email.
- Be sure to remind clients to confirm their state in the payment system.
- Sales staff can only guide clients through the payment system, they cannot access or manage the payment system in any manner.

Education/Certifications:

- A high school diploma or GED certificate, required
- An associate or a bachelor's degree (a plus) or 7 to 10 years of sales experience

Regional Education Sales Representative Requirements and Qualifications

- Experience closing \$100,000 dollar contracts or higher (a plus)
- Experience in direct or corporate sales

- Have a background in for-profit, non-profit, employment and labor law, arts & entertainment, social emotional learning, STEM, public education, private education or higher education
- Proven customer service, negotiation, and sales skills
- Must be extremely organized with attention to detail
- Must be able to communicate with people from a win/win perspective
- Must be a flexible and willing to be trained
- Must have experience working in a very fast paced environment
- Proficient in Google software, Microsoft Office, Excel Spreadsheets, Zoom and Google Meets.
- The ability to work independently, local travel and working virtually with clients
- Proposal writing experience (a plus)

Virtual Products

Tuition-Based Live Virtual Academy Program Certificates

Fall Session

- **Open Enrollment: June-August**
- **Class Sessions: September-December**
- Executive Education Certificate/Level I/Level II
- Executive Education Seminar Certificate/Level I/Level II
- Youth Scholarship Honors Certificate/ Level I/II-Year I, Level II/III-Year II, Level IV/V-Year III
- Youth Intensive Workshop Certificate/Level I/Level II
- Youth Prep Seminar Certificate/Level I/Level II

Spring Session

- **Open Enrollment: January-February**
- **Class Sessions: March-June**
- Executive Education Certificate/Level I/Level II
- Executive Education Seminar Certificate/Level I/Level II
- Youth Scholarship Honors Certificate/Level I/II-Year I, Level II/III-Year II, Level IV/V-Year III
- Youth Intensive Workshop Certificate/Level 1/Level II
- Youth Prep Seminar Certificate/Level I/Level II

Tuition-Based Live Virtual Academies

Tuition-Based Live Virtual Academies (Adult)

- Academy of Fund Development, S.T.A.R.T. U.P.
- Academy of Community Business Strategy, THE A.R.C.
- Academy of Employment & Labor Law, S.O.A.R.
- Academy of Arts & Entertainment, THE H.E.A.T.

- Academy of Social Emotional Leadership, A.L.E.R.T.
- Academy of STEM Leadership A.W.A.K.E.

Tuition-Based Live Virtual Academies (Youth)

- Academy of Arts & Entertainment, THE H.E.A.T.
- Academy of Social Emotional Leadership, A.L.E.R.T.
- Academy of STEM Leadership A.W.A.K.E.

Adult Courses

Business Development Education

- TE101 Academy of Fund Development (For-Profit/Adult)
- TE102 Academy of Business and Community Strategy (Non-Profit/Adult)

Employment & Labor Law Education and Mediation Services

- TE103 Academy of Employment and Labor Law (Adult)

Social Emotional Leadership Education

- TE105 Academy of Social Emotional Leadership (Adult)

STEM Education

- TE106 Academy of STEM Leadership (Adult)

Arts Education & Entertainment

- TE 104 Academy of Arts & Entertainment-TE/AE 101 Arts Education & Entertainment Leaders/Adult)
- TE 104 Academy of Arts & Entertainment-TE/AE 102 Art as Philosophy of Humanity/Adult)
- TE 104 Academy of Arts & Entertainment-TE/AE 103 Theatre Prep-Acting/Adult)
- TE 104 Academy of Arts & Entertainment-TE/AE 104 Music Conservatory Prep-Classical Voice/Adult)
- TE 104 Academy of Arts & Entertainment- TE/AE 105 Music Industry Prep-Production & Technology/Adult)
- TE 104 Academy of Arts & Entertainment- TE/AE 106 Contemporary Music Prep-Vocal/Adult)
- TE 104 Academy of Arts & Entertainment -TE/AE 107 Gospel Music Prep-Vocal/Adult)

Youth Courses

Social Emotional Leadership Education

- TE105 Academy of Social Emotional Leadership (Youth)

STEM Education

- TE106 Academy of STEM Leadership (Youth)

Arts Education & Entertainment

- TE 104 Academy of Arts & Entertainment-TE/AE 102 Art as Philosophy of Humanity/Youth)
- TE 104 Academy of Arts & Entertainment-TE/AE 103 Theatre Prep-Acting/Youth)
- TE 104 Academy of Arts & Entertainment-TE/AE 104 Music Conservatory Prep-Classical Voice/Youth)

- TE 104 Academy of Arts & Entertainment- TE/AE 105 Music Industry Prep-Production & Technology/Youth)
- TE 104 Academy of Arts & Entertainment- TE/AE 106 Contemporary Music Prep-Vocal/Youth)
- TE 104 Academy of Arts & Entertainment- TE/AE 107 Gospel Music Prep-Vocal/Youth)

How To Apply:

Subject Line: (Title of Position)

Email resume to shawn.thorpe@thethorpeenterprisellc.com

NON-DISCRIMINATION STATEMENT/EQUITY CREED

We pledge to not allow the beliefs and practices of any exclusive affiliation influence our daily non-verbal and verbal interactions to be of a negative or discriminatory nature because of a persons' race, color, religion, sex, sexual orientation, gender identity, national origin, age, physical or mental disability, genetic information, veteran's status or any other basis protected under applicable law.

We further pledge to really hear people, listen to their hearts and relax enough mentally to feel their energy as they communicate to truly hear what they are saying.

We are determined not to allow the beliefs of our exclusive affiliations or our own to exclude people because they don't fit into their mold, our mold.

We will stay focused on Diversity, Equity and Inclusion and will remember that Exclusivity is what really creates all the imbalances in our world.

We pledge to stay "**ALERT**" and "**AWARE**" while creating an environment that is not about competition with others but supports ongoing personal and professional development that is ultimately focused on **Personal Prosperity**.

