

Bump Armor – Sales Coordinator Positions (Remote/Telework)

Bump Armor offers the ultimate protection for chromebooks, laptops, tablets & iPads in the K-12 environment. Bump Armor products are created through a collaboration with an experienced mechanical engineer, a young industrial designer and direct feedback from educators in the K-12 market. Bump Armor's protective solutions provide the best protection from a world full of dangers, including the rigors of the classroom.

Position Responsibilities & Primary Activities

This is a full-time position for a highly motivated, professional, and organized individual who is a true team player with a tremendous sense of urgency. Our rapid growth requires an individual who can manage priorities and develop customer relationships that result in sales and thrive in a rapid paced environment. The Sales Coordinator will play an integral role in the success of the organization. Specifically s/he will be responsible for:

Cultivating interest and meetings for K-12 (School Districts and Elementary, Middle and High Schools) prospects through cold/warm calls, emails and trade shows. Heavy prospecting required to build pipeline and drive sales. Work from home with approximately 30% travel, must live in close proximity to a major airport. Must be tenacious, with a can-do attitude, have fire in their belly and not be intimidated by rejection. Must be enthusiastic and likable and a strategic planner and organized. Must know how to close a sale.

Salary + annual bonus opportunity. No medical benefits provided.

To apply, please send your resume and cover letter to laurie@bumparmor.com.