



Title

Account Executive [Remote friendly]

Overview

Mesa Cloud is a student progress platform helping school districts ensure opportunity for every student. It's really difficult for school districts to track students towards academic milestones like graduation: before Mesa, administrators and counselors had to review students one-by-one, often using checklists, binders, or antiquated reports to make sure each student is on their best path. We integrate with a district's student data system and automate that tracking process: instead of a lengthy manual audit, we can instantly identify students who are off track to graduate, affected by an error in their transcript or schedule, or missing out on critical opportunities, such as an AP or career class. We're venture-backed, location agnostic but working mostly in the American South, and we support over 180,000 high school students across five states.

What You'll Do

- Execute and establish a new go-to-market model bringing a category defining solution to the K12 market
- Work an established pipeline to close new business in target states
- Prospect and develop new deals apart from and alongside sales development representatives
- Develop and improve internal services, scripts, and strategies that will be leveraged throughout the company

For this role you must have

- Experience in self-starter, self-motivated roles
- A unique perspective on why organizations adopt solutions and how people catalyze those initiatives
- A track record of meeting or exceeding expected output

Contact

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