



**Sales Manager
JOB DESCRIPTION**

Position:	Sales Manager
Reports to:	Director of Curriculum and Innovation
Supervises:	Interns
Position Type:	Full time, exempt
Schedule:	Flexible 8-hour days Monday to Friday with some weekends and evenings
Travel:	Up to 30% for meetings, trainings, etc. primarily in Texas-based locations
Compensation:	\$60,000 to \$65,000- depending on experience
Benefits:	Employer-paid medical, dental, vision, short- and long-term disability, and life insurance; retirement plan with 3% employer match; 12 weeks paid parental leave; 15 paid holidays and 18 PTO days during the first year of employment
Location/ Geographic Responsibility	Can be located anywhere in Texas

Background

Effective August 1, 2022, the Texas Campaign to Prevent Teen Pregnancy (statewide), Ntarrupt North Texas Alliance to Reduce Unintended Pregnancy in Teens (Dallas), and Healthy Futures of Texas (San Antonio) have merged to improve the well-being of young Texans through equitable access to sexual health education and resources.

Who We Are

Healthy Futures is a statewide, nonpartisan, nonprofit organization whose mission is to improve the well-being of young Texans through equitable access to sexual health education, resources and services.

Be a part of the team working to ensure that **all** of our communities' teens have access to sexual health information and reproductive health services. Working together, close to the community, with a passionate, committed, and talented team, you will be able to see the immediate, tangible impact of your work.

We know that diversity makes us stronger and challenges us to think differently every day. We are an equal opportunity employer and seek individuals of all backgrounds, gender identities, and sexual orientations to apply to this position.

Equity Statement

Given the intersectionality of systemic racism and reproductive health, we will center racial equity in all aspects of our programs and operations, as evidenced by inclusion of equity in our mission/vision/values; staff job descriptions; board recruitment and training; communications and messaging; and policy priorities. The newly combined organization will be an equal opportunity employer and encourages candidates from diverse backgrounds and identities to apply.

Overview

The Sales Manager is responsible for furthering the mission of Healthy Futures of Texas by promoting the use of our own-brand curriculum. This position will co-create and implement a sales strategy for curriculum products and resources with the Director of Curriculum and Innovation. They will also coordinate with other departments in the Training and Technical Assistance division to support sales goals related to trainings, the Annual Symposium, webinars, and other training and technical assistance opportunities. The Sales Manager will have a very high degree of interaction with school district personnel, and they will also engage community-based organizations. In some cases, the Sales Manager may need to support with the delivery of curriculum trainings or the management of curriculum products. The Sales Manager will travel in Texas and out of state to promote curriculum with potential clients and exhibiting opportunities, like conferences and annual meetings.

Roles and Responsibilities

- Weekly, quarterly, and annual goals related to Key Performance Indicators (KPIs), like number of completed cold calls, number of meetings scheduled, and conversion of contacts into sales
- Communication with school districts, community-based organizations, and other youth-serving professionals and institutions
- Use of a database to track customer interactions and gather data about sales conversions
- Supporting sales initiatives related to other elements of the Training and Technical Assistance division, like the Annual Symposium
- Some training and technical assistance duties related to curriculum products and resources, as needed
- Promoting Healthy Futures products and services at exhibiting opportunities and through networking

Minimum Qualifications

- Three to five years of sales experience, and/or other relevant business experience



**healthy
futures
OF TEXAS**

Advancing informed
sexual health decisions

- Bachelor's degree in sales, business, or other relevant subjects; or, relevant experience
- CRM/database use and/or management experience
- Microsoft Office suite
- Experience with sexual health education, and/or other relevant experience with non-profit education initiatives
- Strong written and spoken communication skills in English

Preferred Qualifications

- Bi-lingual Spanish/English speaker
- Experience working with school districts in Texas
- Understanding of curriculum approval process in Texas public schools
- Non-profit business management
- Non-profit or corporate leadership and supervision experience of paid staff and/or interns

Application Instructions

Please email a cover letter describing interest and qualifications, a résumé, salary history, and a list of 3 professional references to careers@healthyfutures-tx.org. The position will remain open until filled.

Healthy Futures of Texas does not and will not discriminate on the basis of race, color, religion (creed), gender, gender expression, age, national origin (ancestry), disability, marital status, veteran status, sexual orientation, or military status, in any of its activities or operations. These activities include, but are not limited to hiring and firing of staff, selection of volunteers and vendors, and provision of services. We are committed to providing an inclusive and welcoming environment for all members of our staff, clients, volunteers, subcontractors, vendors, and clients.