



Career Opportunity

K-12 Health Education Sales Consultant (California-based)

Help school districts meet their health education, physical education & social emotional learning needs with CATCH's comprehensive curriculum and training offerings.

[CATCH Global Foundation](#) ("CATCH") is a nonprofit organization with the mission to empower school communities to cultivate Whole Child wellness as a lever for student success and social equity.

CATCH offers evidence-based and evidence-informed programs and professional development for Health Education, Physical Education, Vaping Prevention, Social-Emotional Learning, and Whole Child wellness. CATCH programs work together to ensure educators are equipped with comprehensive resources and skills to nurture every child's physical, mental, emotional, and social development.

We are seeking a K-12 Health Education Sales Consultant who will develop relationships and manage sales opportunities with the largest school districts in the country. The sales consultant will work with district and campus administrators, education specialists and teachers to identify their needs and provide curriculum solutions within CATCH's various offerings programs and training.

In this role, you will work directly with our Senior Director of Education Partnerships to:

- Leverage CATCH's contacts and your own efforts to lead proactive outreach to the ~750 school districts around the country with 15,000 or more PK-12 students;
- Develop awareness and interest in purchasing CATCH's health education, physical education, and SEL curriculum and training;
- Lead in-person and virtual presentations
- Provide customers with RFP responses, bid application and quotes
- Coordinate statewide textbook adoption opportunities with a focus on large districts;
- Liaise with operations and training teams for implementation;
- Maintain and grow our database of large district contacts; and
- Perform other related duties as assigned.



Skills and Requirements

- Excellent verbal and written communication and presentation skills.
- Persistent and persuasive in initiating and following through on opportunities.
- Resourceful at needs discovery and relationship building.
- Strong interpersonal skills and ability to take initiative and work independently as well as part of a team.
- Ability to work well under deadline, and manage clients with tact, kindness, and professionalism.
- Proficient in Microsoft Office Suite and comfortable with information and customer relationship management applications.
- Bachelor's degree a plus
- 5 years of K-12 sales experience minimum

While our organization was founded in Austin TX, we are a 100% virtual work environment. We have regular in-person retreats (travel/lodging provided) to help us develop and grow together as a team, as well as get to know one another on a more personal level. Day-to-day, you can expect to interface with the rest of the CATCH team via video/voice calls, email, and Slack.

Job Classification: Full-Time (Exempt)

Location: California (virtual)

Salary: \$50,000 plus bonus opportunity (up to \$15k)

Benefits: 100% employer-covered health insurance (other opt-in benefits available), unlimited vacation policy, 12-week paid maternity/paternity leave, and work from home with flexible scheduling.

To apply please send resume and cover letter to: jobs@catch.org