



Sales Manager

This is a full-time salaried position
Starting Salary: \$62,500 DOE + Potential Sales Bonus Incentives
Work environment: This is a hybrid office work environment.

About Minnesota Tech for Success

Minnesota Tech for Success creates digital equity for students by partnering with schools and educational organizations to provide technology access, engaging STEM programming, and IT workforce development in underserved communities.

We refurbish and recycle donated computers and redistribute them to schools and students. Our programs give students of all ages the skills and confidence they need to succeed in school and begin a successful career in information technology.

Reports To: Director of Sales and Marketing

Position Summary

The Sales Manager's primary role is to manage sales, marketing and refurbished computer placement strategies to Minnesota schools, educational organizations, and non-profit organizations.

Responsibilities

- Develop and nurture relationships with primary decisionmakers in area school districts and non-profits to aid in solving their organizations' technology needs.
- Work with Production staff to prioritize donated computer refurbishment to fulfill orders.
- Prepare and ship computer orders using contracted vendor; deliver smaller orders in-person to local organizations.
- Provide input on marketing efforts including social media and MTFS collateral, participation and presentations at educational conferences.
- Work with the Sales and Marketing Director to maintain program profitability, current inventory, and public-facing communications (including email marketing).

Qualifications

- Minimum 2-5 years of related experience in a nonprofit environment.
- Self-starter with organizational, time management, negotiation, and communication skills to assist in mission-focused outcomes.



techforsuccess.org
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Minnesota Tech For Success
504 Malcolm Ave SE, Suite 100
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- Demonstrated ability to work independently, manage multiple priorities and deadlines with attention to detail.
- Knowledge and experience with Salesforce or other CRM.
- Knowledge of computers, parts, and light repair a plus.
- Engage in weekly strategic meetings with Sales and Production team, Director of Sales and Marketing to maximize impact of program reach.
- Create and analyze monthly sales reports and recommend improvements to processes.
- Experience with Microsoft Office 365, including Outlook, Word, Excel, and PowerPoint.
- Experience serving and engaging BIPOC and underserved communities a plus.

To Apply: Email cover letter and resume to Emmy Frederickson, efrederickson@techforsuccess.org

Our Commitment to Diversity and Inclusion

We are an Equal Opportunity employer. We seek motivated and qualified candidates and value every background, identity, and experience. We believe in the strength of diverse and inclusive teams and are dedicated to creating a workplace where every person is respected, heard, and has opportunities to thrive.



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