



LRAP is looking for a Director of Sales Operations

At LRAP, we're creating positive change in the world by giving college-bound students the freedom to pursue their passion at the college of their choice for the career of their dreams. Noble, isn't it?

Are you looking for a career with a company that's driven by a powerful mission? At LRAP Association, you'll join a team of high performers looking to make a difference in the lives of college-bound students. We help our students have the freedom to follow their highest ambitions without student loan burdens.

Why join LRAP? LRAP Association provides our unique, innovative Loan Repayment Assistance Program to colleges and universities across the country. We help students enroll in the college of their choice with the peace of mind to know that if their income after graduation is low, we'll help them with their student loan payments.

Why else? LRAP is a fast-growing start-up full of dedicated, passionate individuals who delight in coming to work each day knowing that we're making a difference in the lives of college students. This position presents lots of opportunity for growth in your career. Oh, and the comprehensive benefits package is nice too.

Want to learn more about this great opportunity? Check out recent articles in the [Wall Street Journal](#) and [Fortune](#) that discuss our program. Or visit [LRAP.org](http://LRAP.org) for more information.

We are looking for a smart, dedicated individual to manage the operations of our Sales Team. Coordinating with executives and senior leaders across the company, you will drive sales forecasting, analytics and support. You will also be responsible for supporting the Sales team to ensure they have the platform they need to be successful. As part of our Client Service & Sales team, the Director of Sales Operations will be based in our Lisle, IL office.

#### Responsibilities:

- Support the Sales team by ensuring they have the platform needed for success
- Craft, update and refine key sales messages
- Lead analysis of sales statistics, sales leads and territories and KPI's
- Manage the lead generation process
- Manage the design and usage of Salesforce
- Manage conference selections and support RFP submissions
- Manage our affiliate and referral business development programs
- Work with the Sales team and Marketing department to create sales collateral

#### Skills and Experience:

- Proven history of sales, sales operations and sales management success
- Proficient with Salesforce is a must
- Higher Education experience is preferred
- Strong written and verbal communication skills
- Attention to detail and accuracy

- High degree of professionalism
- Flexibility, adaptability, dependability
- Service orientation, teamwork, initiative and integrity
- BA/BS degree is required.

Salary plus bonus is commensurate with experience. We offer an excellent benefits package including medical and retirement.

**About LRAP**

LRAP Association was founded to help college-bound students invest in their future with confidence by attending the college of their choice to pursue the career of their dreams. By helping students repay their loans after college, LRAP is alleviating the burden of student loan debt for thousands of students and families.