



Business Development Specialist (Arts Education)

CLARA is a leading arts education provider in California's capitol region; as Business Development Specialist, you would work with school districts throughout the state (and ultimately, the country) to expand the reach of the online arts education platform CLARA Classroom, and other CLARA Curriculum products.

JOB RESPONSIBILITIES INCLUDE

- Identifying target school districts based on metrics including student body size, budget and current arts access for the average student.
- Qualifying leads through a combination of email and cold-calls
- Presenting the benefits of CLARA Classroom and/or CLARA Curriculum to decision-making District staff (VAPA leads and assistant superintendents)
- Developing and maintaining relationships with key district stakeholders, and keeping them informed about further developments in CLARA Classroom and CLARA Curriculum products.
- Identifying opportunities to highlight CLARA Classroom at education conferences or trade shows.

WE'RE LOOKING FOR SOMEONE WHO

- Has multiple years of experience teaching in a classroom setting, with a strong preference for a certificated teacher.
- Has a passion for performing arts, and enthusiasm for restoring those subjects to the classroom.
- Has proven experience working in direct sales in Education or a related field.
- Possesses great communication skills and strong follow-up ability.
- Is self-directed, motivated and organized.
- Is familiar with Google Suite and confident in their ability to learn basic client relationship management software.

This is a part-time position that assumes about 20 hours per week of work, and which can be carried out fully remotely.

COMPENSATION:: Base pay starts at \$25,000/year plus 5% commission for all sales generated and closed by incumbent.

TO APPLY: email resume and cover letter to Executive Director Megan Wygant (mwygant@claramidtown.org). No phone calls, please.

Position is open until filled.

ABOUT CLARA: CLARA provides education and resources to unleash the creative potential of local arts and culture in Sacramento. We manage the former Fremont School in Midtown, which Sacramento City Unified School District (SCUSD) donated to the community as a home for diverse arts organizations at below-market rates, in exchange for arts education donated back to Title I schools in the District. CLARA works with our cultural tenants to design creative, inspirational, and impactful arts programming that serves

as their in-kind “rent” back to SCUSD; we independently create our own arts education programs as well; and create a space for community gathering through the activation of our historic home.

ABOUT OUR TEAM: CLARA is an equal opportunity employer; we seek to create an inclusive and welcoming environment that empowers good people to do great work. We believe that learning is a lifelong journey, and we value a workplace that prioritizes collaboration, creative thinking, and mutual respect. The arts are richer, fuller and stronger when they incorporate diverse lived experiences, cultural perspectives, and points of view; we believe the same holds true for the work we do to advance the health of the arts in Sacramento. Therefore, we encourage applicants from all backgrounds to apply.