



DRAGONS “ROAD WARRIOR” POSITION

OVERVIEW

We’re looking for 3-4 folks to hit the road between January - March 2025 to help recruit the next generation of Dragons students. This position, fondly referred to as “Road Warring” is not for the faint of heart! We’re looking for candidates who are ready to roll up their sleeves and tell the world about Dragons. The ideal candidate enjoys building relationships with strangers (i.e, you can spend 3 hours on the phone with strangers and still speak to your roommate when you get home), is organized, loves getting in front of crowds, and is motivated by hitting high benchmarks. This role spends time on the road (typically 4-6 weeks) visiting families and schools, and just about anything that puts the Road Warrior in front of a captive audience.

PRIMARY RESPONSIBILITIES

- Represent Dragons in-person for 4-7 weeks of student recruitment (aka “Road Warring”) - presenting at schools, fairs, and to families
- Lead marketing presentations & webinars
- Identify, cultivate, and follow up with new student leads
- Conduct home visits, school visits, and other marketing opportunities
- Produce 1-2 “Global Speaker Talks” that can be delivered to classrooms across the country during Road Warrior time or virtually
- Nurture our school and open enrollment leads to produce summer, Gap Year, and custom school program sales
- Mobilize our alumni community to support sales efforts
- Support data management in salesforce and via Google suite
- Additional administrative tasks that arise on a regular basis to support trainings, marketing, and admissions

REQUIRED KNOWLEDGE, SKILLS, ABILITIES

- Dedication to customer service excellence and supporting prospective families
- Comfortable giving presentations and speaking to a wide range of audiences
- Excellent verbal and in writing skills

- Ability to multitask and work comfortably in a fast paced environment
- Experience supporting administrative tasks - from spreadsheets, phone calls, and daily email inquiries
- Adaptable, flexible, and collaborative
- Is a motivated self-starter who can work independently, but also with a team
- Lots of energy and a high level of enthusiasm for the work that we do
- Resilience and ability to adapt as unexpected challenges arise

TERMS & REMUNERATION

- A minimum of 3 weeks (up to 8) on the road between January - March
- Time on road will not fit into a typical 40 hour/week schedule - Road Warriors are compensated for this time through performance bonuses
- Must attend Road Warrior Training: January 2nd - 5th 2025 (paid)
- This is a remote position
- [Road Warrior Pay scale](#)
- All travel expenses will be paid and Road Warrior will receive a living allowance when on the road

Dragons is an Equal Opportunity Employer (EOE). Qualified applicants are considered for employment without regard to race, color, religion, gender, sexual orientation, gender identity, national origin, marital status, age, veterans' status, disability, pregnancy or union activity.

TO APPLY

- Interested candidates should contact Marketing Director Eva Vanek with a cover letter and resume at eva@wheretherebedragons.com.
- **Application Deadline:** September 1st, 2025