

# Bill Kohan Named Director of Sales and Strategic Relationships at TEL Library

July 9th, 2020

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## **KOHAN WILL LEAD THE ORGANIZATION'S SALES EFFORTS OF TEL PRODUCTS AND SERVICES TO HIGH SCHOOLS, HOMESCHOOL CO-OPS, AND HIGHER EDUCATION INSTITUTIONS IN THE U.S.**

TEL Library is proud to welcome Bill Kohan as the organization's Director of Sales and Strategic Relationships. Kohan will be responsible for managing the organization's sales efforts as well as growing a national sales team. He will oversee direct sales of TEL courses to high schools, including public rural and inner-city schools, charter and virtual charter schools, private schools, and homeschool co-ops. He will also be responsible for sales of TEL products and services to higher education institutions in the U.S.

"We're thrilled to welcome Bill as part of the TEL Library team. His extensive background and proven success in educational sales will be instrumental in TEL's growth," said Rob Reynolds, Executive Director of TEL.

Kohan served in various sales leadership roles at LEGO® Education for 14 years, including Director of Sales, North America and Vice President of Sales and Business Development. In these capacities, he managed all operations related to LEGO® Education's business-to-business products division, including marketing, administration, finance, operations, and international marketing and license acquisitions. Kohan also oversaw multiple channels including B2B and B2C education, and he helped facilitate the launch of new and existing products into education/toy markets in the United States, Canada, Central and South America, Asia Pacific, and Western Europe.

Most recently, Kohan served as Executive Vice President for LARKO Education, where he worked with companies to develop business plans and grow sales in the K-12/University and Distribution/Reseller channels within the education, toy, consumer product, and Ed Tech markets in North America.

Before beginning his career in business, Kohan played minor league baseball and then worked as a teacher, coach, and school administrator. Today, he remains passionate about education and helping students become lifelong learners. He also volunteers with local charities and at children's hospitals. In his spare time, he enjoys playing golf and taking walks on the beach.

## ABOUT TEL LIBRARY

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TEL Library is a non-profit organization committed to facilitating equitable access to high-quality, affordable learning in the U.S. TEL offers its library of general education courses to high schools, colleges and universities, and homeschool parents and organizations. As part of its mission to support affordable life-learning, TEL also maintains a free reference library and offers low-cost certificate courses. For more information, please visit <http://www.tellibrary.org>.

## CONTACT INFORMATION

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