



## Regional Director of Educational Partnerships

Founded in 1980, the Center for the Collaborative Classroom is a mission-driven, nonprofit organization committed to ensuring that all students have the opportunity to become highly literate critical thinkers who learn from, care for, and respect one another. Our research-based curricula help children appreciate the ideas and opinions of others, learn to agree and disagree respectfully, and think critically. Our programs are in use in 80,000 classrooms across the country and impact the lives of over 2 million students daily, raising student grades and test scores, building relationships, and bolstering student and teacher engagement.

We are seeking an experienced leader who brings strong management skills to our organization. This individual will support several full-time territory managers who have deep experience selling our programs into schools and districts. This role reports to the Senior Director of Dissemination. This is a remote position (flexible location) with ability to travel 50% of the time.

### Responsibilities:

- Cultivating and managing high-level partnerships (districts/schools/educational leaders) and supporting your team in developing relationships that lead to revenue of \$8-10 million annually
- Building out a regional strategy that employs your knowledge of initiatives, priorities and funding cycles within the territory and supporting your team in actualizing that strategy
- Advocating for our work through conferences (regional, state and national) and social media
- In collaboration with the Senior Directors, support the professional learning needs of your managers and be ready to expand the team as needed
- In collaboration with Marketing and Senior Directors, plan, support and actualize regional campaigns that meet the needs of your territory.

### Requirements:

- Master's degree required, Doctorate preferred
- Teaching Credential and/or Administrative Credential preferred
- Understanding of the needs and complexities of schools and districts within the given territory
- Deep knowledge of K-8 literacy pedagogy and best practices and how those practices are actualized in schools and districts
- Significant understanding of and experience in the buying and selling cycles of schools and districts
- Dedication to instructional equity and an understanding of the historical and current contexts that lead to inequity in schools
- Confidence and experience in networking with high-level decision makers and fearlessness to engage in conversations about instructional change
- Strong public presentation skills and an ability to provide insight into educational conversations, both small and large, formal and informal
- Analytical and problem-solving skills and a reliance on data to prioritize, plan and execute strategies in a fast-paced environment
- A leadership style that is based on listening and learning and approaches management through a coaching stance
- Facility with Google Suite, MS Office, and shared filing systems
- Presence and facility with Facebook, Twitter & LinkedIn
- Salesforce (preferred)

**COMPENSATION:** This is a full-time position, salary commensurate with experience. Benefits package includes comprehensive medical, dental, vision, long-term disability, and a tax-sheltered annuity.

Send resumes with subject line “**Regional Director**” to [hr@collaborativeclassroom.org](mailto:hr@collaborativeclassroom.org). Please visit us at: <https://www.collaborativeclassroom.org>. Collaborative Classroom is an equal opportunity employer and is committed to racial equity and social justice.

