



## Independent Education Consultant

Center for the Collaborative Classroom is seeking Independent Education Consultants to support our overall market growth and implementation goals.

### Who We Are

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 about big ideas. Our programs are used 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 experienced educators who bring strong literacy expertise and commitment to expanding **Collaborative Classroom's growth in specific territories: Florida, New Mexico, New York and Texas.** This role reports to the State or Regional Director and is a **non-salaried, commission-based position.**

### Profile and Expertise

You will help expand our impact by:

#### *Pre--Implementation*

- Understand local funding and initiatives and recognize how Collaborative Classroom programs can support these needs
- Identify potential schools and districts to set up pilots
- Build relationships with state and local associations
- Set up meetings with key decision-makers in local districts
- Identify relevant conferences and apply to present and exhibit (where appropriate)
- Plan online campaigns with the internal marketing team
- Identify, set up, and host events that invite educators to professional learning opportunities

#### *Managing the Pipeline for Future Implementations*

- Work with schools and districts piloting Collaborative Literacy programs to set up professional development and benchmarks to measure the pilot impact
- Develop relationships with districts that lead to revenue of over \$1 million annually
- Manage a sequence of contacts with potential schools and districts that have expressed interest
- Utilize current customer list to check in on implementation, set up professional learning support, and expand Collaborative Classroom programs
- Follow up with educators who attend hosted events

#### *Supporting Implementation*

- Work with Collaborative Classroom personnel to assist schools and districts with quotes and purchase orders
- Coordinate with State or Regional Director and Director of Professional Learning to plan and schedule implementation support
- Check in with district leaders throughout the implementation

### Who You Are

The ideal Representative will possess demonstrable experience in education and sales, including:

- Experience in professional learning, teaching, coaching, and or administration
- Knowledge of K–8 pedagogy and best practices in literacy instruction
- Experience in sales and managing a large territory
- Experience in interacting and relationship-building with key decision-makers and purchasing personnel
- Strong written and oral communication skills, including sales presentations
- Data savvy and able to design, prioritize and execute sales strategies in a fast-paced work environment
- Technology Skills include:
  - Facility with Google Suite, Mac OS, MS Office Suite, and shared filing systems
  - Presence and facility with Facebook, Twitter, and LinkedIn
  - Salesforce (preferred)

Education, Certification:

- Bachelor's (required)
- Teaching Credential (preferred)

Physical demands:

- Lift at least 25 pounds
- Car available and ability to travel across the state

Note: There is no relocation available.

Send resumes with **subject line “Independent Territory Education Consultant – [Territory]”** to:

[hr@collaborativeclassroom.org](mailto:hr@collaborativeclassroom.org). Direct applicants only – no recruiters. Please visit us at:

<https://www.collaborativeclassroom.org>.