

## **Manager of Educational Partnerships - CA**

Center for the Collaborative Classroom is seeking a motivated education professional in California to work to support our overall sales growth and implementation goals. You will be responsible for an annual revenue goal and developing a marketing strategy for your territory.

### **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 an experienced person who brings expertise and commitment to expanding Collaborative Classroom's growth in the state of California. This role reports to the State Director of California.

### **Job Requirements**

This position will require that you work from a home office with most days spent in the field with school districts. 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 looking to establish 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***

- Develop relationships with districts in your region that lead to meet or exceed assigned sales goals
- Work with schools and districts piloting Collaborative Literacy programs to set up professional development and benchmarks to measure the pilot impact
- 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

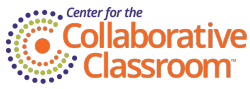
#### ***Supporting Implementation***

- Work with Collaborative Classroom personnel to assist schools and districts with quotes and purchase orders
- Coordinate with State 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 candidate will bring:

- 5 years of experience in professional learning, teaching, coaching, administration or educational publishing/sales.
- Knowledge of K–8 pedagogy and best practices in literacy instruction



Learning Reimagined™

- Experienced presenter with adult learners
- Ability to travel across the state and occasionally nationally
- Confidence interacting with key decision-makers and purchasing office personnel
- Strong written and oral communication skills
- Data savvy and able to prioritize, plan 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
- Must have a valid CA Drivers License and insurance

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>.