

Partnership Growth Manager, AUSL LiberatED Way

Target Hire Date: July 1, 2022

Salary Range: \$60-\$80K

Reports to: Director, Partner Engagement

Location: Remote

LiberatED Way Mission and Vision:

The AUSL LiberatED Way team is laser-focused on changing the following paradigm:

- Most public school students are consistently underestimated by the adults charged with helping them reach their potential.
- 75% of U.S. high school students feel that school lacks relevance.
- 66% of parents say schools should be focused on rethinking how to educate students.

Our mission: To engage students in liberated learning that draws on the assets and uniqueness of each school community. Liberated learning is academically rigorous, affirms student identity, prepares students socially and emotionally, and creates meaningful opportunities for students to explore and pursue their interests and passions.

Our vision: To fundamentally change the way leaders engage school communities to reimagine and implement liberated student learning experiences.

Role Description:

Reporting to the Director, Partner Engagement, LiberatED Way Partnership Growth Manager will be responsible for supporting the growth and sustainability of LiberatED Way partnerships around the country. The Partnership Growth Manager will engage in strategic networking, prospective partnership conversations, and the development of geography-specific opportunity cultivation strategies. This individual will also have an unwavering commitment to LiberatED Way's mission and vision and develop a keen eye for when, where, and how to create opportunities for the team to sustainably scale its impact. Responsibilities include but are not limited to the following:

- Provide project management support on business development and sales opportunity cultivation efforts
- Manage social media and marketing strategy, content development, and communications
- Support strategic networking and sales conversations
- Update and track client opportunity pipeline data
- Communicate with and coordinate conversations with client leads and key influencers
- Conduct research and synthesize insights about key opportunity areas in targeted geographies
- Shape and refine internal business development systems and structures to support strategic, efficient, and effective opportunity cultivation efforts
- Draft prospective client proposals including pricing in collaboration with delivery team members

Required Skills & Experience:

- Minimum 4 years of relevant work experience
- Strong organizational skills
- Strong project management skills
- Excellent and persuasive written and verbal communicator including strong presentation skills
- Synthesizes complex information quickly
- High attention to detail
- Comfortable with data analysis and leveraging data to drive decision-making
- Knowledgeable about K-12 education trends
- Exceptional interpersonal and relationship-building skills
- Excellent analytical and problem-solving skills
- Growth mindset
- Comfort with navigating ambiguity
- Able to travel up to 40% pending national and local health and safety guidelines
- Must be legally authorized to work in the United States without the need for employer sponsorship, now or at any time in the future

Preferred Qualifications

- Previous experience in project management and/or consulting
- Previous experience in PK-12 education
- Previous experience with facilitating high quality adult learning experiences

Benefits

- Major Medical
- Dental
- Vision
- 403(b) Retirement Account with Matching
- 21 Days Paid Time Off
- 14 Paid Holidays