



Director of Partnerships

We're looking for a passionate and driven all-star to join our team. If you have the mindset of a champion, are motivated by doing meaningful work and driven to create lasting change for students and families, come join our high-performing, passionate team!

About Us

Education Opens Doors primary focus is to open doors for middle school students from historically underserved communities by providing rigorous, culturally relevant college and career access curriculum during the academic school day. EOD is an innovative 501(c)(3) nonprofit that believes all students deserve the opportunity to pursue their limitless potential. We are redefining the status quo around college and career access by legitimizing and increasing exposure to college and career knowledge for all middle school students through intentional partnership with schools and teachers.

EOD Core Values

- ★ Purpose Driven
- ★ Equitable
- ★ Life-long Learners
- ★ Empathetic
- ★ Innovative

About Our Star Player

The Director of Partnerships will serve as an integral member of the EOD team, responsible for thoughtfully establishing and maintaining school district partnerships with individuals and organizations to expand EOD's student impact across the state of Texas as well as support with strategy for nationwide expansion. The Director of Partnerships manages and develops the execution of the organization's earned revenue initiatives and works very closely with the broader Partnerships and External Affairs team as a thought partner and collaborator to drive student impact. This individual will bring a strong background in program, sales, as well as knowledge of K-12 urban education to our work at Education Opens Doors.

The Star Player will demonstrate

- ★ Self-starter with an entrepreneurial mindset, self-motivated, and able to work independently
- ★ Ability to communicate effectively through oral and written communication, including formal presentation skills
- ★ Openness to new ideas and ability to embrace change in a fast-moving, startup environment
- ★ Prior experience in marketing, sales, business development, or external relations
- ★ Leading with influence, building meaningful relationships internally and externally



The Play Book

The Director of Partnerships will:

- ★ In partnership with the CEO and EOD leadership, sets overall sales strategy and planning for current partners, as well as how to approach securing new partners in various markets..
- ★ Leads relationship management of Texas partnerships to ensure an ongoing, sustainable revenue flow through a strategic partnership strategy with the Manager(s) of Partnerships
- ★ Support the CEO and EOD leadership in identifying new national prospects, growth partnerships and serving as a significant thought-partner in national expansion efforts
- ★ Oversee the partnership to program transition as a prospect school or district officially joins the EOD program
- ★ Be an external-facing leader of CCMR in the middle school space, local and regional communities, which includes cultivating strong, collaborative relationships with leaders in the field including school districts, collective impact organizations, community partners, state agencies, etc.
- ★ Work closely with the Director of Marketing Communications and Advocacy to understand new legislation and funding as it relates to school district spending
- ★ Refine existing and co-create new products and services (such as EOD's program packages) to increase earned revenue and expand Education Opens Doors' impact in partnership with the Program and Curriculum Development Teams.
- ★ Maintain strong communication and relationships with partners, ensuring mutual value, retention, and expanding upon their engagement and support
- ★ Cultivate partnership relationships and secure partner satisfaction by providing a superior experience, working in tandem with internal stakeholders.
- ★ Liaise with key stakeholders, advisors, peers and manager to identify new business opportunities and grow market share by developing relationships, networking and fact finding to drive the achievement of targets and objectives
- ★ Collaborate with both internal staff and external key leaders to manage all logistical tasks related to the business side of the partnership including: assisting with procurement tasks related to partner payments, and co-leading the process for select renewals
- ★ Individualize approach across stakeholders; and managing up and across the organization, to effectively engage partners.
- ★ Utilize knowledge and research skills to help the organization be strategic about approaching new work.

Qualifications

The ideal candidate will possess:

- ★ Four to six years of professional experience. Three - five years of client or account management experience strongly preferred
- ★ The ability to leverage your existing relationships and knowledge to secure customer referrals, build customer communities, and secure new business
- ★ Excellent interpersonal and teamwork skills with the ability to influence, collaborate, and build trusting relationships to drive results
- ★ Ability to work well with people with a very wide diversity of demographic and cultural characteristics; must be capable of achieving results while maintaining an inclusive, collaborative leadership style
- ★ Demonstrated accomplishments in managing complex projects
- ★ Deep knowledge and passion for learning in K-12 space
- ★ Proven organizational skills, high attention to detail, and superior time management

- ★ Excellent interpersonal, written, and oral communication skills
- ★ Ability to thrive in a fast-paced, dynamic work environment, demonstrating resilience
- ★ Some travel is required



For Our Top Draft Pick

The starting salary for this position is \$80,000. We offer a competitive benefits package which includes medical, dental, vision, short-term disability, long-term disability, life insurance, retirement matching, flexible work schedule, professional development stipend, and more. We also offer a generous vacation package and the opportunity to work with a dynamic team of change makers.

Application Instructions

Email your application to employment@educationopensdoors.org. Please include a 1-2-page resumé **and** cover letter explaining your passion and alignment to this position. **Please include salary requirements and a minimum of two references.**

Any questions can be directed to: employment@educationopensdoors.org

Equity Statement

Education Opens Doors is an equal opportunity employer and does not discriminate against individuals on the basis of sex, gender identity, sexual orientation, age, disability, veteran status, religion, ancestry, color, race, ethnicity, or creed. LGBTQ+ individuals and people of color are strongly encouraged to apply.