Silicon Valley Education Foundation (SVEF) is the largest educational nonprofit in Silicon Valley. Our mission is to deliver and advocate for STEM education that inspires students furthest from access and opportunity to succeed in college and careers. We are guided by the belief that all students are capable of pursuing higher education and boosting their future economic mobility regardless of their background.

**Job Title: Senior Director of District Partnerships    Job Location: San Jose, CA**

As the Senior Director of District Partnerships, you will be responsible for building and supporting a Bay Area team of SVEF District Impact (Sales) Managers and replicable processes in service obtainable markets for brand growth, academic impact, revenue generation and operational scaling. You will be passionate about student outcomes and will utilize data-driven decision making practices based on the new SVEF Instructional Core portfolio which includes:

- Teacher Professional Development in Pedagogy, Math, Computer Science, and Extended Learning;
- Elevate [Math] Summer and Extended Learning (3rd - 10th grades); and
- Computer Science Institute Summer and Extended Learning (7th - 10th grades).

The Senior Director of District Partnerships will travel up to 25% of the time, including travel to districts, relevant events, and conferences and will report directly to the Chief Strategy and District Partnerships Officer.

**Primary Duties and Responsibilities**

- Serve as a primary point of contact for school district partners
- Grow and strengthen ongoing relationships with existing partners
- Negotiate and finalize contractual agreements with new and existing partners
- Leverage existing partners to drive new opportunities
- Identify new opportunities for greater number of partners
- Development district sales/pipeline protocols
- Create pan-SVEF and per program sales/pitch collateral for prospective partners
- Own the entire sales cycle from prospecting to close
- Pitch SVEF programs via webinar and in-person meetings with school and district leaders
- Work cross-functionally with Program Evaluation and Marketing teams to ensure consistent and efficient communications
- Ensure strong relevant program documentation and communicate impact data
- Provide district demographic data for Development to write grant proposals

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● Document all interactions and communications with partners in Salesforce
● Bring relevant updates/learnings from district interactions to program teams in a timely manner to improve program design and execution
● Proactively test partner satisfaction with SVEF and identify actionable ways to improve
● Collaborate with program leads to shape program prioritization and program direction
● Understand baseline program information, including priorities and objectives for all programs

Minimum Qualifications
● 5+ years experience successfully selling to K-12 school districts
● Demonstrated success in meeting and exceeding sales goals
● Strong professional network within Northern California’s public education system
● Strong written and verbal communication, including presentation skills
● Ability to cultivate personal relationships with potential clients
● Strong customer service and listening skills
● Strong organization and reporting abilities
● Experience in customer relationship management (CRM) practices
● Experience with Google Suite
● Self-motivated, collaborative individual who is able to work both independently and as part of a team in fast-paced environments

Job Competencies:
● Teamwork
● Strategic thinking
● Communication
● Organization
● Leadership

Currently remote 2 days per week. The Senior Director of District Partnerships will be expected to travel to nearby school districts. A valid driver’s license and reliable transportation is required.

Please submit your resume to HR@svefoundation.org