



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: Director of District Partnerships

Job Location: San Francisco Bay Area

The Director of District Partnerships (DDP) will have primary responsibility for maintaining and growing partnerships with Bay Area school districts in the delivery of SV[e]F direct services to students and teachers. Reporting to the Chief Development Officer, the DDP develops strategies in service obtainable markets for revenue generation, operational scaling, and most importantly direct student impact. The DDP is passionate about team building, public education system networking, and driving impactful outcomes aligned with the SV[e]F mission for underserved students. The DDP uses data-driven decision making practices, using SV[e]F Customer Relations Management software, G-Suite and other tools will be keys to success.

Primary Duties and Responsibilities

- Serve as the primary sales point of contact for school district and site partners
- Build, maintain, and grow relationships with district and site contacts
- Secure service delivery contracts in the Bay Area in accordance with SV[e]F's contracting goals
- Grow and strengthen ongoing relationships with existing partners
- Finalize contractual agreements (MOUs) in collaboration with SV[e]F Program Director(s), Chief Operations Officer, and leadership as required.
- Participate in the creation of SV[e]F sales/pitch for all products and collateral as needed
- Lead pitch conversations of SV[e]F programs via webinar and in-person meetings with school district leaders
- Work cross-functionally with Program Teams
- Consistently utilize SV[e]F Customer Relationship Management system to manage processes related to program sales, including pipeline management and forecasting.
- Collaborate with program leads to shape program prioritization and program direction
- Provide industry insight from client perspective for research and effectiveness of SV[e]F services.

Minimum Qualifications

- 5+ years experience successfully selling and/or implementing products/programs into K-12 school districts
- Strong professional public education network within S.F. Bay Area region
- Strong written, verbal and 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 (Salesforce, etc.)
- 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
- Experience working in public education at site administrative level or above a plus

Job Competencies:

- Teamwork
- Strategic thinking
- Communication
- Organization
- Leadership

Preferred Start Date and Salary Parameters

Preferred start date as soon as possible. Generous benefits with a salary commensurate with experience. Salary range from \$115-125k.

A valid driver's license and reliable transportation is required.

Please submit your resume to HR@svefoundation.org