Position: Manager of LA Partnerships  
Job Type: Full-time  
Location: Remote  

About PowerMyLearning

At PowerMyLearning, we believe that students are most successful when supported by a triangle of strong learning relationships between students, teachers, and families. As a non-profit, PowerMyLearning is especially committed to students from low-income communities, students with learning differences, and English Language Learners. We partner with schools and districts nationwide to transform teaching and family engagement through innovative coaching and workshops. We have been operating in Los Angeles since 2008 and have served over 80 schools and 38 library branches. We currently partner with a number of schools in the Los Angeles area, the majority of which are in South, Central and East Los Angeles.

The Role

The Manager of LA Partnerships will be responsible for all new and renewal school/district partnerships in the Los Angeles region and will report to the Managing Director of National Partnerships. The role is responsible for building relationships with Principals and key decision makers at the school, district and CMO level to sell our research-based Professional Development and Family Engagement services. Day to day activities will include:

- Visiting with Principals and other Administrators in Los Angeles County
- Creating local email campaigns
- Working with National Marketing to develop regional campaigns
- Pipeline management
- Forecasting
- Entering and maintaining data in the CRM
- Developing, reviewing, and adjusting a territory sales plan

Candidate Qualifications

Required:

- Passion for PowerMyLearning’s mission
  At least three years meeting or exceeding your quota in Los Angeles
- Exceptional relationship-building and listening skills
- Demonstrated expertise in seamlessly navigating multiple stakeholders (Principals, Assistant Principals, coaches, local district directors, superintendents, instructional and curriculum directors) to engineer the right solution for each customer
- Well-versed in California and Los Angeles funding, state initiatives, demographics, and K-12 education landscape
- Proven organizational and problem-solving skills
- Excellent written and verbal communication skills
- Demonstrated flexibility when priorities change
• Proficiency using Microsoft Office applications including Word, Excel, and Outlook
• Experience developing partnerships with LAUSD public schools
• Demonstrated experience leading presentations
• Expertise with Salesforce or other CRM

To Apply
Qualified candidates can apply by visiting https://powermylearning.applicantpro.com/jobs/. You will need to submit a resume and thoughtful cover letter (outlining how your skills and experience meet the qualifications of the position, and how you heard about this opportunity).

Applications will be reviewed on a rolling basis.

PowerMyLearning is committed to building a diverse team of staff and strongly encourages applications from people of color.