



Director of Growth and District Success (West) Position Description

At New Tech Network (NTN), we empower educators to create more engaged schools—places where teaching feels joyful and learning feels energized. We offer professional learning that fuels creativity, strengthens teams, and sustains progress by combining actionable tools with meaningful support. Through whole-school transformation, guided pathways for focused change, and high-impact workshops, we've helped educators at over 350 schools feel confident, supported, and ready to build thriving school communities.

As a member of the Growth and District Success (GDS) team, the Director of Growth and District Success (West) engages prospective schools and districts in the Western United States to explore, plan, and implement New Tech Network services. The Director will lead a regional growth strategy for outbound lead generation, sales, retention, and renewals including events and campaigns that support the spread and impact of New Tech Network in the region. The ideal team member will bring demonstrated expertise in three or more of the following areas:

- **Outbound Lead Generation:** Developing regional strategies to engage prospective partners, uniquely position services, and leverage regional trends.
- **School/District Innovation:** Innovative approaches including but not limited to: project-based learning, student centered learning, personalized learning, competency based learning, assessment.
- **District/Central Office Strategy:** Experience with school districts, with knowledge of district systems, school/leadership coaching, funding, and district strategies.
- **State/Federal Policy or Foundation Program Development:** Experience within state or federal policy support organizations or education foundations in which either policy or program development efforts supporting education innovation were the primary focus.
- **Business Development:** Experience cultivating new business opportunities.

LOCATION: Remote in the Western United States (preference for California), with ability to travel up to 50%

REPORTS TO: Managing Director, Growth and District Success





ESSENTIAL DUTIES AND RESPONSIBILITIES

Western US School Growth

- Support NTN's growth as a member of the Growth and District Success Team.
- Lead, develop, and execute a regional growth strategy for outbound lead generation and sales, including but not limited to campaigns, regional learning events, conference presentations, district visits with potential NTN partners, proactive visits, and strategic partnerships.
- Develop an annual budget in line with the regional strategy.
- Develop relationships with district, school, and community leaders who are interested in re-imagining teaching and learning.
- Design and effectively conduct trainings, workshops, and presentations that meet NTN standards of professional development.
- Speak with accuracy, authority, and confidence about NTN focus areas, learning outcomes, and services.
- Draft proposals, build quotes, and collaborate effectively with internal teams on contracts, approvals, invoices, and renewals.
- Collaborate with internal teams to bring insights into product development, marketing, and planning.

Account Management

- Serve as account manager to existing district, school, and community members partnering with New Tech Network to re-imagine teaching and learning.
- Lead ongoing cultivation and relationship-management of partnerships, collaborating with other NTN teams as needed.

NTN Advocacy and Business Development - Western States

- Cultivate new business opportunities within the region using knowledge of state education department priorities, funding streams and opportunities, and governance structures.
- Educate regional stakeholders on NTN focus areas and learning outcomes.
- Collaborate with lobbyists, public relations, and government affairs teams to build awareness of NTN focus areas and learning outcomes.
- Develop partnerships with regional education offices and state departments of education
- Present at regional and national conferences.

Process & Knowledge Management

- Maintain accurate CRM records and provide updates to lead and opportunity progress.
- Maintain accurate time, expense, and activity records.
- Other duties as assigned.





JOB REQUIREMENTS

- Must be based in one of the following states: CA, WA, OR, NV, ID, MT, WY, UT, AZ, NM, CO, ND, SD, NE). **CA is preferred.**
- Ability to travel up to 50% within the United States.
- 10 or more years of experience in education, non-profit sales/operations, or city/state education agencies, including demonstrated expertise with three or more of the following:
 - Outbound Lead Generation
 - School/District Innovation
 - District/Central Office strategy
 - State/Federal Policy or Foundation Program Development
 - Business Development
- Ability to personally build, develop, and retain strong relationships with funders, community, district leaders, state and national departments of education, and other stakeholders.
- Ability to motivate, excite, and educate key stakeholders.
- Excellent written and verbal communication skills, including strong public speaking skills.
- Demonstrated experience organizing and leading professional learning.
- Ability to independently manage multiple priorities in a fast-paced environment.
- Demonstrated ability to work well with others and build relationships across teams.
- Willingness to have fun! We take our work seriously and care deeply about our relationships. We like to laugh and treasure opportunities to see each other in person.

Preferred Qualifications

- Experience in remote and virtual learning and work environments.
- Deep knowledge of the public education reform landscape is strongly desired.
- Ability to utilize CRM systems and sales analytics.

CONFIDENTIAL DATA

This position has access to sensitive and confidential information, and is trusted to maintain this information, files and documents properly. These documents include, but are not limited to, financial information, grant information, client proprietary information and other business related material. Failure to safeguard this information could result in loss of trust and reputation internally and externally.

PHYSICAL REQUIREMENTS

Low physical effort required to sit, stand at files, bend, stoop, lift, and walk. Maximum unassisted lift = 35lbs. Requires ability to use a keyboard, monitor and calculator. Also requires the ability to communicate verbally, both in person and on the telephone.





WHAT WE OFFER

The starting salary range for this position is \$105,000 - \$115,000 per year with a final offer based on the candidate's professional experience and internal equity. In addition to base salary, our compensation and benefits include:

- An opportunity for bonus compensation
- A highly collaborative, creative yet autonomous remote work environment
- Comprehensive benefits, including Medical, Dental, Health Savings Account, Flexible Spending Account, Short and Long Term Disability, Life and Accidental Death and Dismemberment Insurance (AD&D), Employee Assistance Program, Supplemental Accident & Critical Illness plans and 401(k) Retirement Plan

HOW TO APPLY

To apply for the Director of Growth and District success position, please submit the following materials to hr@newtechnetwork.org:

- Resume
- Cover letter (optional)

If you are interested in applying, we encourage you to think broadly about your background and qualifications for the role and we look forward to hearing from you! All candidates will receive email notification about the status of their application when we complete our review process.

EQUAL EMPLOYMENT OPPORTUNITY (EEO) STATEMENT

New Tech Network is an equal opportunity employer. We are an anti-racist organization – absolutely and unequivocally committed to diversity, equity, and inclusion in all aspects of our work. All applicants will receive consideration for employment, without regard to race, color, religion, creed, national origin, gender or gender-identity, age, marital status, sexual orientation, veteran status, disability, pregnancy or parental status, or any other basis prohibited by law.

