



New Tech Network

Director, District Partnerships & Growth

Position Description

August 2026

New Tech Network (NTN) is a national nonprofit dedicated to creating school environments that produce deeper, more equitable learning for all students. For nearly three decades, we have partnered with districts and schools to put project-based learning at the center of the student experience, work that lets students engage with material in creative, relevant ways and use their voices in ways that prepare them for life beyond school.

The Director, District Partnerships & Growth is a revenue-generating role on the Growth and District Success (GDS) team, reporting to the Managing Director, Growth and District Success. The Director carries an annual revenue target across two mandates: winning new district and school partnerships, and retaining and expanding existing ones. The person who succeeds here will be the kind of partner districts want to work with over time, renewing and expanding their partnership.

LOCATION: Remote (United States), with the ability to travel up to 50%

REPORTS TO: Managing Director, Growth and District Success

ESSENTIAL DUTIES AND RESPONSIBILITIES

New Business Development

- Own an annual new-partnership revenue target and build and manage the pipeline required to meet it.
- Generate qualified leads through outbound prospecting, campaigns, conference presence, learning events, and direct outreach to district and school leaders.
- Run a consultative sales process with superintendents, central office leaders, and school leaders, from first conversation through close.
- Speak with accuracy, authority, and confidence about NTN's approach, services, and the outcomes districts can expect.
- Draft proposals, build quotes, and work with internal teams on contracts, approvals, and invoicing.
- Develop relationships with state departments of education, education agencies, foundations, and other organizations that create pathways to new partnerships.

Partnership Retention & Growth

- Own an annual retention and renewal target across an assigned portfolio of district and school partnerships.



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- Serve as the primary relationship owner for those partners, anticipating needs, and surfacing risk early enough to act on it.
- Identify and close expansion opportunities within existing partnerships, including additional schools, extended scope, and new services.
- Partner closely with coaching and delivery colleagues so that what is sold is what is delivered, and what is delivered supports renewal.

Market Insight & Collaboration

- Bring what you learn in the field back to the organization, informing marketing, service design, and planning.
- Design and lead workshops, presentations, and learning events that meet NTN standards for professional learning.
- Contribute to annual growth planning and budgeting for the function.

Process & Knowledge Management

- Maintain accurate CRM records, pipeline hygiene, and timely forecasting.
- Maintain accurate time, expense, and activity records.
- Other duties as assigned.

JOB REQUIREMENTS

- Seven or more years of experience in education, nonprofit, education-sector sales, or district partnership work.
- Working knowledge of school districts, including district systems, governance structures, funding streams, and how central offices evaluate and purchase services.
- Ability to build, develop, and retain strong relationships with district leaders, funders, community partners, and state and national education agencies.
- Demonstrated success bringing new resources or partnerships into an organization, through sales, business development, district partnership work, grant-funded initiatives, or comparable results, with personal ownership of the outcome.
- Excellent written and verbal communication, including strong public speaking skills.
- Ability to work independently and manage multiple priorities in a lean, fully remote organization.
- Must be based in the United States and able to travel up to 50% domestically.
- A commitment to NTN's mission and to an inclusive, collaborative culture.



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Preferred Qualifications

- Familiarity with project-based, student-centered, personalized, or competency-based learning, and with the wider school innovation landscape.
- Experience with state or federal policy organizations or education foundations where policy or program development supporting education innovation was a primary focus.
- Proficiency with CRM systems and sales analytics.
- Experience organizing and leading professional learning.
- Experience working in remote and virtual environments.
- Experience building pipeline through outbound effort and closing multi-year agreements with districts, schools, or comparable institutional buyers.
- Experience with outbound lead generation, including positioning services in a crowded market and translating education trends into opportunities.
- Experience managing and growing existing accounts, with responsibility for retention or renewal outcomes.

CONFIDENTIAL DATA

This position has access to sensitive and confidential information and is trusted to maintain it properly. This includes, but is 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, both internally and externally.

WORK ENVIRONMENT AND PHYSICAL REQUIREMENTS

This is a remote position that requires the ability to work at a computer for extended periods, to communicate effectively with colleagues and partners by phone, video, and in person, and to travel domestically up to 50% of the time. New Tech Network provides reasonable accommodations to qualified individuals with disabilities. If you need an accommodation to participate in the application or interview process, or to perform the essential functions of this role, please contact hr@newtechnetwork.org.

WHAT WE OFFER

New Tech Network offers competitive compensation. The salary range for this position is \$115,000–\$130,000, with a final offer based on the candidate's professional experience and internal equity. In addition to base salary, our competitive compensation includes:

- A highly collaborative, creative, and autonomous remote work environment
- Comprehensive benefits, including sick leave, vacation (paid time off), Medical, Dental, Health Savings Account, Flexible Spending Account, Short and Long



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Term Disability, Life and Accidental Death and Dismemberment Insurance (AD&D), Employee Assistance Program, Supplemental Accident & Critical Illness plans, and 401(k) Retirement Plan.

- This position is not a commission-based role

EQUAL EMPLOYMENT OPPORTUNITY (EEO) STATEMENT

New Tech Network is an equal opportunity employer, committed to building an inclusive team where everyone feels valued and heard. We welcome applicants of all backgrounds, and all qualified 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, genetic information, or any other basis prohibited by law.

HOW TO APPLY

To apply for the Director, District Partnerships & Growth position, please submit a resume and cover letter describing how your experience and skills match the responsibilities outlined above to hr@newtechnetwork.org. 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.