



JOB TITLE

Strategic Partnerships Manager - Public Partnerships

Job Location: Remote; potential opportunity to work in Bay Area office when safe (not required)

Employment Type: Full-time

The Organization

EducationSuperHighway (ESH) works to bridge the digital divide by bringing free internet access to households in America's most unconnected communities. We believe that broadband is one of the most transformative technologies of our generation and can provide all Americans with equal access to education, healthcare, and economic opportunities. **But every household needs high-speed broadband to make that opportunity a reality.**

ESH was founded with the mission of upgrading the Internet access in every public school classroom in America. The pandemic has made it clear that home Internet is essential not only for education. We now have a historic opportunity to connect the 20 million homes that cannot afford high-speed broadband. ESH is an essential catalyst in that effort, building public-private partnerships to identify and connect the unconnected. We are a highly collaborative, entrepreneurial team. We are driven to accomplish our mission with urgency. We celebrate diversity and are committed to creating an inclusive and socially dynamic environment for all employees.

The Role

As a Strategic Partnerships Manager, you will play a central role in our growing team. You will pitch our programs and partner with state agencies and school districts, acting as the point person representing ESH. You will guide partners through our K-12 Bridge to Broadband program to identify unconnected households and create a plan for implementing solutions. You will be an ally and a resource, ensuring that these entities are aware of – and act on – opportunities to leverage federal funding. You know that good project management requires conscious communication and attention to detail. You can seamlessly work across internal teams to pull in resources and expertise as needed. You create sustainable solutions to existing initiatives. You rely on data to help you tell a story and excel at detailed research as a way to help all parties understand how to move forward.

Organization and Strategic Development

- Develop innovative approaches to help us achieve our goal of securing state and district partners to commit to our K-12 Bridge to Broadband program
- Quickly grasp the subtleties of complex issues and identify patterns in challenges
- Adapt to the evolving needs of the organization and think 3 (or 10) steps ahead
- Collaborate with internal teams (Product, Engineering, and Marketing) to develop and maintain strategies for partner engagement and user experience with our products/tools

Relationship and Account Management

- Lead, educate, and persuade partners throughout K-12 Bridge to Broadband implementation
- Facilitate discovery conversations with state agencies, learn the landscape, and develop a pitch that incorporates state capabilities and needs and adapts the program accordingly
- Build relationships across lines of difference, such as race, ethnicity, sexual orientation, class, ability, gender identity, citizenship status, political affiliation, or other identities

Project Management:

- Manage project status, timelines, and implementation to ensure accurate tracking and timely completion of tasks
- Identify and manage risks that could cause project delays, escalating concerns when necessary
- Facilitate meeting best practices, including setting agendas, identifying action items, and holding necessary parties accountable
- Maintain key contact information and track touchpoints in Salesforce

About You:

- Minimum 5 years of work experience, 3+ years project management or consulting experience
- Minimum of 3 years in a client-facing role
- Track record of successfully managing external projects from ideation to implementation
- Demonstrated ability to overcome challenges and leverage resources to creatively solve problems
- Comfort proposing solutions to issues without much guidance (but not afraid of asking questions)
- Comfortable with public speaking and leading presentations to large groups
- Excellent interpersonal skills; natural ability to connect with others and forge relationships
- Strong prioritization, organization, and attention to detail
- Experience using data and analyses to drive change for an external audience
- Experience and comfort using Google Suite products, including Slides and Sheets
- Bonus, not required: data analysis experience and/or community-based organizing experience

Recruitment Process and Onboarding During COVID-19 Pandemic:

The safety of our staff, both current and future, is our highest priority. At this time, **our team is working remotely due to the current COVID-19 pandemic**. Initial phone screening, virtual panel interview, job offer, onboarding, and orientation will all be conducted remotely.

To apply, please send a resume and cover letter detailing your interest and experience to

info@educationsuperhighway.org. Please note that resumes submitted without a cover letter will not be considered.

EducationSuperHighway is an Equal Opportunity Employer. We are committed to a work environment that supports, inspires, and respects all individuals and in which personnel processes are merit-based and applied without discrimination on the basis of race, color, religion, sex, sexual orientation, gender identity, marital status, age, disability, national or ethnic origin, military service status, citizenship, or other protected characteristic.