

Executive Director of Strategic Partnerships

Location: Remote or Nashville area

The Executive Director of Strategic Partnerships leads NIET's work to establish and manage strategic partnerships across K-12, non-profit, and philanthropic partners. Key responsibilities include ensuring the effective management and implementation of several large-scale, innovative partnerships to develop and implement NIET's services. The Executive Director of Strategic Partnerships will also directly lead consulting engagements with NIET partners that range from strategic planning support to program design and monitoring.

The Executive Director of Strategic Partnerships will support a team of project directors and report to NIET's Co-President. This role requires exceptional relationship building with education leaders, project management skills, communication and interpersonal skills, and the ability to think strategically and creatively to expand opportunities.

Interested applicants should submit their resume and a cover letter stating interest and relevant experience to jobs@niet.org.

Primary duties include:

Leading and supporting implementation of strategic partnerships

- Oversee a growing portfolio of innovative projects, providing support and management for a team of project directors
- Ensure effective project management through oversight of goals, timelines, reporting, and program outcomes
- Maintain and develop compelling communications with state and philanthropic partners to share progress, outcomes, and impact of current partnerships
- Engage in meaningful cross-collaboration with the services, research, communications, professional learning, virtual learning technology, and policy teams to support program outcomes
- Identify, pursue, and execute on opportunities to sustain and expand current strategic partnerships
- Collaborate with the services and professional learning teams to communicate learnings and inform current and future services

Lead and provide consulting supports for K-12 partners

- Lead consulting projects for partners that range from strategic planning, strategic project management, program design, and program monitoring, serving as the lead consultant and managing additional team members and contributors
- Interact with prospective partners by setting up and participating in meetings to discuss possible NIET supports
- Draft consulting proposals, clearly outline deliverables, budget, and coordinate with internal staff to determine a staffing plan and communicate with any needed external consultants

- Engage regularly with NIET partners, conducting project check-ins and ensuring that their expectations are met or exceeded by NIET's deliverables
- Collaborate to build and refine NIET's long-term plan for consulting services

Identifying opportunities for innovation and continued expansion of strategic partnerships

- Drive in collaboration with the Co-President the organization's strategy to sustain existing and explore new strategic partnerships
- Steward relationships with existing philanthropic partners, building a deep understanding of their respective foundations and interests
- Develop a robust understanding of NIET's mission, services, and results to inform the long-term strategy for sustaining current partnerships

Desired Qualifications

- 8 years of proven work experience in education
- Bachelor's degree; Master's degree preferred
- Exhibit NIET's core values: excellence, teamwork, student-outcomes focused, and enthusiasm
- Demonstrated experience serving as a successful leader on a variety of projects with an ability to think strategically and innovatively while managing successful implementation of projects
- Strong communicator and listener with a demonstrated ability to build trust and strong relationships with both internal and external stakeholders
- Experience securing and managing grants and/or philanthropic partnerships
- Outcomes driven—motivated by achieving set metrics and communicating results