



JOB TITLE: Director, Growth
DEPARTMENT: Growth
REPORTS TO: Vice President, Growth
STATUS: Exempt

OVERVIEW

CenterPoint Education Solutions is a nonprofit organization that works with schools, education systems, and like-minded organizations to catalyze teacher practice, deepen student learning, fuel meaningful policy, and promote equity. We work with educators to build powerful connections between and among curriculum, assessment, and instructional practice and create meaningful learning experiences for all students. At CenterPoint, we lead with our deep content knowledge and offer schools and districts a collaborative, solution-oriented approach to address their instructional needs. Our goal is to empower excellent teaching so all learners - particularly our most vulnerable – can excel.

CenterPoint staff are former teachers, school leaders, and policy makers committed to equity, access, and opportunity for all students. CenterPoint is an exciting, mission-driven organization that fosters collaboration, encourages innovation, and believes in providing a flexible work environment for all staff. We offer a comprehensive benefits package, including medical, dental, and vision insurance; 403b retirement plan; generous PTO; and 13 paid holidays plus the days between Christmas and New Years' Day.

We are hiring a Director of Growth to join our growth team and support our goal of reaching 4.5 million students by the end of 2027. CenterPoint is seeking an individual who is looking to take the next step in his/her/their sales career and has an entrepreneurial spirit; experience building relationships with district and school leaders; and a proven track record of complex, solution-oriented sales in districts of all sizes.

POSITION SUMMARY

The Director of Growth works closely with the CEO and VP of Growth to implement the organization's growth strategy. The position serves as the sales hub of the organization, driving success of the organization's growth strategy. The position also is responsible for overseeing CenterPoint sales throughout the entire sales process—including setting strategic growth goals, building relationships with key stakeholders, development of sales proposals, conducting customer interviews and delivering sales presentations to a variety of audiences, managing pipelines, and closing deals.

ESSENTIAL DUTIES AND RESPONSIBILITIES

The Director's main duties and responsibilities include, but are not limited to:

Growth, Strategy, and Leadership

- Lead the inbound and outbound sales strategies for winning business, driving revenue growth, and ensuring appropriate training and implementation plans
- Work with the VP of Growth and CEO to align sales strategies to organizational priorities
- Grow and lead a team of sales managers, building a collaborative and inclusive team environment and a continuous learning model
- Manage implementation of CenterPoint's growth strategy in order to meet annual targets
- Cultivate, nurture, and maintain relationships from prospect to contract close
- Build a pipeline of opportunities with new clients and expansion of work with existing clients to support growth team members in meeting their targets
- Work with potential clients to develop a customized solution that addresses their instructional needs; draft proposals as needed
- Build proficiency in CenterPoint products and services and conduct product demos
- Work with the VP of Growth to establish agreements with B2B partners regarding sales objectives and activities, licensing, and pricing
- Attend and present at conferences on behalf of CenterPoint to build awareness of our products and services and connect with educators in the field
- Work with the Marketing Team to ensure sales and marketing activities are closely coordinated

Sales Operations

- Build and manage sales operations and channels capable of carrying out the organization's strategies and tactics to meet annual goals
- Identify and report out on business opportunities in target markets
- Develop key sales metrics and routines for tracking and reporting out on sales progress, communicating with CEO and VP around progress and risks
- Maintains CRM (HubSpot) in collaboration with other departments
- Oversee CenterPoint's RFP capture strategy, helping to identify solutions and develop winning proposals
- Work with CenterPoint's product team to create feedback loops for sharing input and data collected during sales process

REQUIREMENTS: EXPERIENCE AND COMPETENCIES

- Commitment to CenterPoint's mission and organizational [values](#)
- At least 10 years of experience in the education sector with at least 6 years in sales and/or business development
- Experience building working relationships with district and school leaders and organizations

- Knowledge of the curriculum, assessment, and/or professional learning needs in K-12
- Classroom and/or district-level experience a plus
- Existing relationships with school and district leaders across the country
- Experience with customer relationship management systems (CenterPoint uses HubSpot)
- Strong relationship management and communication skills and ability to forge partnerships and effective working relationships internally and externally
- Problem solver and strategic thinker with a team-player approach to work
- Ability to interact with senior leaders and work collaboratively across the organization
- Ability to receive, internalize, and act strategically on feedback
- Passion for leading and growing teams
- Positive attitude and go-getter approach
- Ability to travel a must (between 20% - 30% once travel resumes)