



JOB TITLE: Growth Manager
STATUS: Exempt
LOCATION: Remote
REPORTS TO: Director of Growth

ABOUT CENTERPOINT

CenterPoint Education Solutions is a growing nonprofit organization that works with educators across the country 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—from pre-built and customized assessments to curriculum design and professional learning. 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 Growth Manager to join our team and support our goal of reaching 4.5 million students by the end of 2027. CenterPoint is seeking a former educator who is looking to grow in their career and has an entrepreneurial spirit, experience building relationships with district and school leaders and identifying solutions to solve district instructional needs, and a proven track record of solution-oriented sales in districts of all sizes.

Please email your resume and cover letter to careers@cpeducation.org.

POSITION SUMMARY

The Growth Manager works closely with the Director of Growth and the senior leaders of the organization to increase our impact and meet our annual goals. The position is responsible for supporting CenterPoint's growth strategy and for managing sales throughout the entire process—including qualifying leads, building relationships with district and school leaders, identifying solutions for potential clients, managing pipelines, and closing deals. The Growth Manager also will provide ongoing leadership for key clients to ensure consistent communication and long-lasting relationships.

- Identify and qualify prospective school and district partners, nurturing relationships from lead kick-off to close and maintaining ongoing communication for future partnership opportunities
- Work with potential clients to develop a customized solution that addresses their instructional needs, drafting proposals and bringing in CenterPoint subject-matter experts to support conversations, as needed
- Cultivate and maintain relationships with district and school partners
- Conduct demos of CenterPoint's assessment offerings, answering questions and demonstrating the benefits and quality of CenterPoint products
- Maintain and update HubSpot platform (CenterPoint's CRM) to capture sales activities, leads, and deals
- Ensure smooth handoff and communications between the Growth Team and Implementation Team
- Support Implementation Team with renewal and expansion conversations, as needed
- Continually build knowledge of CenterPoint's product and service offerings, staying up-to-date with trends in the field
- Establish and lead regular routines to track progress, review pipeline, and ensure timely decisions and follow-up are occurring
- Attend conferences on behalf of CenterPoint to build awareness of our products and services, connecting with educators in the field and presenting as needed
- Track progress against targets, communicating with the Director and VP of Growth around progress and risks

Qualifications:

- Commitment to CenterPoint's mission and organizational [values](#)
- At least five years of experience in any of the following:
 - building strong relationships with district and school leaders and partner organizations
 - direct sales
 - business development
- Passion for identifying solutions to support district and school success
- Classroom and/or district-level experience a plus
- Problem solver and strategic thinker with a team-player approach to work
- Experience with customer relationship management systems or the interest in learning (CenterPoint uses HubSpot)
- Exceptional interpersonal skills
- Experience with marketing a plus
- Excellent communication and customer service skills
- Strong organization and project management skills

- Positive attitude and go-getter approach
- Ability to travel a must (between 20%-30% once travel resumes)