OpenSciEd.org

Commercial Partnership Director
Job Description

About OpenSciEd
OpenSciEd was launched to disrupt a science instructional materials market that was not serving students, teachers, districts, or communities. Despite the research compiled in the *K-12 Framework for Science Education*—which made it clear that equitable science learning starts with student sensemaking of phenomena—the market continues to produce classroom and professional learning materials that position teachers to be deliverers of information and asked students to memorize and regurgitate facts and vocabulary. Many teachers and districts who are dissatisfied with this inequitable learning have been struggling to find partners who will join them by providing a curriculum driven by student sensemaking about phenomena and the professional support to help transform their classrooms. OpenSciEd has stepped forward as that partner who can walk shoulder to shoulder with our educators.

Launched by the Carnegie Corporation of New York with additional support from the Bill & Melinda Gates Foundation, the William and Flora Hewlett Foundation, and the Charles and Lynn Schusterman Family Foundation, OpenSciEd is committed to providing teachers the high quality materials and professional learning they deserve. With support from these foundations, OpenSciEd provides freely available high quality classroom materials, which makes it possible for districts to pay for the transformative professional learning teachers deserve.

To ensure our materials and professional learning meet the needs of students everywhere, OpenSciEd brought in world-class curriculum developers to build materials that put students at the center of learning. We strategically partner with ten states with diverse demographics to make sure that hundreds of teachers and thousands of students from all types of backgrounds would inform the materials development. Additionally, we have every unit evaluated by independent, third-party reviewers, who hold us accountable to the high standards of the EQUIP Rubric for Science.
OpenSciEd is a project under the National Center for Civic Innovation and is governed by an Advisory Board which includes state and national education leaders, funders, and experts in the education community.

**Position Summary**
The OpenSciEd Commercial Partnership Director will report to the Executive Director and will support the relationships with commercial partners, including the providers of our full program and our lab material kits.

OpenSciEd has signed contracts with commercial distributors to carry and represent OpenSciEd certified curricula (student editions, teacher guides, kits, and professional learning). OpenSciEd is responsible for certifying the changes these distributors make to the products, conducting quality control on their kits, approving marketing campaigns that include OpenSciEd branding, and generally supporting their staff in learning about and representing OpenSciEd products in a manner that builds brand affection and identity. The Commercial Partnership Director will be responsible for establishing positive and productive working relationships with our distributors as we deepen these partnerships.

Much of the quality and brand control is completed by contractors who are well versed in OpenSciEd products. This role will include regular interaction with commercial partners, contractors who are product experts, and OpenSciEd staff including arranging for professional learning and marketing support for partner staff. The following list of responsibilities is meant to be illustrative and not exhaustive of the work of the Commercial Partnership Director.

**Key Responsibilities include but are not limited to:**

- Act as the first point of partner contact to ensure accuracy of information, coordinate ongoing work with contractors and OpenSciEd staff

- Oversee the product review process to inform the certification of the materials created by our commercial partners. This includes creating and maintaining a schedule for reviews, assigning and managing consultants conducting the reviews, and communicating the results of the reviews with the partners.
Oversee the use of the OpenSciEd brand by certified partners on their websites and materials and general monitoring of the attribution used by individuals and organizations utilizing the OpenSciEd materials

- Manage criteria/process for partner requests of sales and marketing support
- Manage protocols for training and support of partner marketing and sales staff
- Meet regularly with partner editorial and marketing teams to discuss status of revisions and review
- Work with our commercial partners to harvest and vet school and district use and adoption data from the field
- Collaborate with the Outreach Director on the provision of professional learning sold through our commercial partners
- Field customer service requests made to OpenSciEd via email and through social media outlets and distribute to partners when appropriate
- Inform the creation of OpenSciEd marketing materials to be used in emails, on the website, and through social media
- Gather customer feedback from the field and our commercial partners about the use of the OpenSciEd materials
- Collaborate with the Outreach Director on the management of Certified Professional Learning Organizations
- Other duties as assigned

**Candidate Requirements**

The ideal candidate will have:

- Experience in publishing and/or educational products development, marketing, or sales.
- Science education experience (i.e. teaching, professional learning, product development)
- Commitment to quality public education for all students.
- Project management skills, including meeting facilitation, budget management, planning workflow, and developing revenue projections
- Strong presentation and writing skills
- Evidence of strong verbal and written communication, analytical, and organizational skills.

- Demonstrated commitment to valuing diversity and contributing to an inclusive working and learning environment.

- Aptitude for interpersonal rapport building and working collaboratively with others, including ability to collaborate in a positive, constructive, and succinct manner.

- Comfort in working remotely with colleagues and partners in multiple time zones.

- Exceptional time management and planning skills and ability to self-manage and follow through to competently and reliably meet multiple, concurrent deadlines.

- Demonstrated ability to develop creative solutions, make last-minute decisions, or evaluate and develop methods and strategies for completing tasks and projects. Skilled in bringing forward well-thought-out ideas that make a powerful impact.


Compensation is in the range of $150,000 – $160,000 with competitive benefits and generous paid time off and paid holidays. OpenSciEd is a virtual organization and this position can be based anywhere. Work is conducted in your home office or an offsite location.

OpenSciEd celebrates, supports, and thrives on difference and diversity for the benefit of our team members, our partnerships, and our community. We are an equal opportunity employer and hire without consideration of race, religion, creed, color, national origin, age, gender, sexual orientation, marital status, veteran status or disability.

Interested candidates should submit an application using our website www.openscied.org/careers