



Partner, Business Development

About Us

FuelEd is a non-profit organization whose mission is to grow emotionally intelligent educators who build relationship-driven schools. Our vision is a world where educator training and support - and the very definition of an educator - is reimagined to prioritize educators' emotional intelligence, emotional health, and interpersonal skills. To learn more, visit: www.fueledschools.org.

About the Role:

FuelEd is seeking an entrepreneurial leader to serve as its lead Business Development Partner, responsible for the commercial growth within K-12 school districts across the United States for all their current and future professional development programs. The Business Development Partner will take the lead role in ensuring a proactive, consistent, and collaborative business development approach beginning at the prospects lead development life cycle stage through contract signing and will maintain key relationships with the client base post-program delivery. Your responsibilities will include a wide range of duties that includes prospecting, developing, nurturing, and closing the ideal customers for FuelEd. You will develop creative ways to drive prospect engagement, communicate and enhance FuelEd's value propositions. You will lead the continued enhancement of the CRM (HubSpot) by ensuring strong data input and further strengthening its reporting, metrics, and organizational use. You will also partner with the marketing team to ensure proactive business development is aligned with all aspects of marketing to include digital marketing, email campaign development, thought leadership, organized and relevant follow up of SQL's. You will play a major role in developing the right association and partner organization relationships that enhance and support FuelEd's mission and business plan.

About the Fit

What makes FuelEd unique isn't just the work we do, it's how we do it: we identify as a [Teal Organization](#) utilizing [Holacracy](#) as our governance model. At FuelEd, we strive for all team members to be "owners of their work, not renters" so there are many opportunities for entrepreneurship, leadership, and ownership. We believe that growth occurs through honest and empathic relationships, and have built this into our team culture so that every member can reach their full potential. Happy and successful team members will have passion for the cause and a desire to build a movement that can fuel schools with the power of relationships. Happy and successful team members will also possess abilities and enjoy opportunities to be flexible, take initiative, give and receive feedback, build relationships, wear multiple hats, and be challenged to grow personally and professionally. If this sounds like

you, you may be a great fit for FuelEd! Learn more about FuelEd's culture [here](#) and our commitment to diversity, equity and inclusion [here](#).

Location: FuelEd Partners can choose to work fully remote anywhere within the United States, but preferred locations include Atlanta, GA, New York City/Tristate area, Houston, TX, San Diego and the San Francisco Bay Area, CA.

The Responsibilities:

- Achieve organizational sales objectives for all commercially contracted revenue generating activity.
- Assist with the assessment and improvement of current sales processes, methodologies, infrastructure, and metrics to optimize the performance of the sales organization.
- Present and represent FuelEd's mission, values, and services in all sales outreach
- Implement and iterate operational metrics and KPIs that measure, optimize, and continually improve the efficiency and effectiveness of sales programs, tactics, and strategy
- Participate in the development of annual and long-range strategic business plans.
- Manage the opportunity pipeline process with probability of win calculations, revenue projections, and direct input to the company budget and forecasting process.
- Build and oversee all proposals, quotes, and negotiations for FuelEd services to align and close all prospective partners.
- Ensure smooth transitions of all contracted partnerships to FuelEd operational and finance teams and maintain key post delivery relationships.
- Build, leverage and maintain relationships with key influencing groups or associations that can enhance our reach and revenue goals.
- Build and maintain a prospect pipeline for all programs with an emphasis on key targeted prospects among selected educational verticals (i.e. charter organizations, urban school districts, targeted states).
- Own and drive the consistent and proper use of CRM tools for maintaining exceptional follow-up and prospect nurturing programs and activities.
- Conduct weekly progress meetings with business development leadership and provide other Partners with timely updates.
- Work strategically with Marketing to ensure we efficiently and effectively convert inbound demand as well as develop outbound strategies across the education market
- Developing and coordinating email and other sales outreach that highlights FuelEd's thought leadership among targeted prospects.

- Drive requirements for marketing and trade show strategies and attend trade shows and networking events.
- Other tasks as requested by the team

Our Ideal Candidate has...

- Passion for FuelEd's mission to grow emotionally intelligent educators and relationship-driven schools
- Minimum of 3-4 years of sales experience in the K12 education or similar market, additional years of experience preferred with minimum work experience of five years
- A high degree of personal and professional integrity
- High self-awareness, emotional intelligence, and commitment to personal and professional growth as well as excellent interpersonal, listening, written and verbal communication skills
- A resourceful style with the ability to be flexible, collaborate effectively, take initiative, execute independently with minimal supervision, and manage and prioritize tasks and projects and enjoy working in a highly entrepreneurial, fast-paced environment with a small and scrappy team
- Detail-oriented, conscientious, and dependable with exceptional time management, planning, and organizational skills
- Demonstrated track record of establishing a best-in-class Business Development function with the necessary culture, behaviors, and action plans to develop business within the educational K-12 marketplace
- Orientation towards consultative, solution-based selling approaches that will be key to driving results and creating consistent sales processes and behaviors
- Enjoys hunting and driving new business development opportunities.
- Strong understanding of the industry, with an ability to attune to the realities of K-12 educators (teachers, school administrators, and district administrators) is a must
- In-depth knowledge and experience working with the CRM system is a strong plus
- Experience working with and supporting underrepresented populations, and deep commitment to advancing diversity and inclusion goals is a plus
- Bachelor's degree or equivalent required, Masters level preferred.
- **Equivalent lived experiences and exposures can substitute for all minimum qualifications** listed above except when there are legal requirements, such as a license/certification/registration. **Anyone interested who meets 70% of the competencies and qualifications should consider applying.**

Salary & Benefits

The salary range for this position is \$75,000-\$90,000 and will be determined based on prior experience and qualifications. Benefits include comprehensive health, dental, vision, 401K match, unlimited PTO and ample opportunity to grow into your best self through challenging work aligned with your strengths and powerful relationships with colleagues. We also invest in staff wholeness through counseling and wellness stipends, technology reimbursements, childcare support, as well as professional development and leadership coaching.

We Value Diverse Perspectives

FuelEd is made better by the diverse experiences and perspectives of its employees. We value all diversity and evaluate applicants for employment on the basis of their qualifications without regard to race, color, religion, gender, gender identity or expression, national origin, age, sexual orientation, veteran status, mental or physical disabilities, pregnancy, medical condition, marital status or any other characteristic protected by law.

To Apply: Please complete this [form](#). Applications will be accepted on a rolling basis.