



# WORLD SAVVY IS PLEASED TO ANNOUNCE THE SEARCH FOR ITS ENGAGEMENT DIRECTOR - WESTERN REGION

GREATER BAY AREA, CA  
WORLD SAVVY

World Savvy is a leading national education nonprofit working to transform teaching, learning and culture in K-12 public education so all students can learn, work and thrive in our rapidly changing world as globally competent citizens. World Savvy is unique in the field for our systems change approach that holistically supports the integration of global competence into student learning, teacher training and capacity, and school and district leadership. We have offices in Minneapolis (largest) and an office in the San Francisco Bay Area. Learn more at [www.worldsavvy.org](http://www.worldsavvy.org).

**Mission:** *World Savvy educates and engages youth to learn, work, and thrive as responsible global citizens.*

**Vision:** *As the leading provider of global competence education, World Savvy envisions a K-12 education system that prepares all students with the knowledge, skills, and dispositions for success and active engagement in the global community.*

World Savvy is an ambitious organization with big ideas and tenacious growth goals. Our culture is one of optimism, authenticity, levity and learning. World Savvy is deeply committed to anti-racism, inclusion and equity in our programming and workplace. As we grow, we will intentionally build a team that reflects the ethnic, racial and cultural diversity of the students, educators and communities we serve. World Savvy seeks individuals who are black, indigenous and people of color to apply.

## **POSITION SUMMARY:**

The Engagement Director - Western Region is a newly created role as part of World Savvy's expanding operations with regional offices. The position reports to the Bay Area Executive Director and partners closely with the Program Team to connect with schools and districts seeking support in embedding global competence education into their classrooms.

The Engagement Director is responsible for managing an existing portfolio of partner relationships as well as building a book of business from target districts and schools in the Bay Area region. The Engagement Director will facilitate interactions between World Savvy and school or district partners to create mutually beneficial relationships and is responsible for renewals, ongoing partner retention, and satisfaction.

This position will have tangible targets in achieving new partner acquisition, pipeline development, and renewal/expansion/retention goals. This role will collaborate with the Program Team to manage partner relationships and ensure high levels of partner satisfaction.

To be successful in this role, you will need to immediately build rapport with prospects and current partners, developing a deep understanding of their needs and serve as a bridge between our Executive Directors and Program Team. This role will need a high level of confidence in working with district and school leadership, demonstrating outstanding professionalism and added value. An ideal candidate will bring demonstrated knowledge and experience in K-12 education and administration, and business development in a mission-driven organization, exhibiting flexibility, strong communication skills, and the ability to interact fluidly with a variety of audiences.

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Our Offices:

**Minnesota:** 1330 Lagoon Avenue, 4th Floor, Minneapolis, MN 55408

**San Francisco:** 600 California Street, 11th Floor, San Francisco, CA 94108



## KEY RESPONSIBILITIES:

### Earned Revenue New Business Development & Partner Relations

- ✦ Manage both our existing sales pipeline and developing new business opportunities
- ✦ Generate new school or district leads, identify and contact decision-makers, screen potential opportunities, select the opportunities in alignment with program offerings and capacity, and lead proposal process
- ✦ Orchestrate proposal process, including detailed RFP requirements, content creation, and inputs from various sources
- ✦ Responsible for 75% or greater renewal rate of regional partnerships in region
- ✦ Growth targets are to double in the first year, and adjust aggressively in the years after, in the Western region with priority focus on California and the surrounding states, including Oregon, Washington, Nevada, Arizona, Utah, Idaho, New Mexico, Colorado, Wyoming, Montana, Hawaii and Alaska
- ✦ Collaborate with Director of Marketing and Communications and Program Team on all aspects of partner communications strategies and provide responsive, high-quality customer service
- ✦ Expand multi-year commitments within existing partner base
- ✦ Uncover new business opportunities within existing partner base
- ✦ Work with Program staff and partners to collect requirements and feedback that allow for continuous improvement of our programs and business model, ensuring that participants are receiving the experience they need for success in their classrooms and in pursuit of global education goals
- ✦ Display a willingness to “get things done” while cultivating and sustaining a trusting and nurturing environment for staff and key stakeholders
- ✦ Schedule meetings, and conduct school or district site visits
- ✦ Collaborate with fundraising team to ensure program highlights and opportunities are shared with key stakeholders
- ✦ Prepare and deliver effective presentations to connect with and educate potential partners
- ✦ Maintain partner data in Salesforce.com ensuring complete and accurate reporting

### District or School Support

- ✦ Liaise between Marketing and Communications Team and Program Team to support school-based promotion.
- ✦ Escalate and identify, in partnership with Regional Executive Directors and Program Team members, opportunities to proactively mitigate challenges.
- ✦ Collaborate with the Program Team as appropriate to provide site specific relationship support.

### Engagement Event Execution

- ✦ Identify opportunities for specific engagement activities that meet the goals of the partner and organization.
- ✦ Coordinate with partners to host engagement opportunities for corporate partners, volunteers, and donors.

## OUR VALUES:

- ✦ We do the best work possible in service of our mission.
- ✦ We believe collaboration is essential.
- ✦ We see people as whole human beings.
- ✦ We intentionally grow and change.
- ✦ We lean into complexity when it’s called for.
- ✦ We believe big things are possible, whether that’s our mission or the project on the table.
- ✦ We notice and disrupt exclusionary patterns.
- ✦ We bring hope, joy, and a sense of aspiration into all that we do.

## KEY REQUIREMENTS:

- ✦ Bachelor’s degree in education or related field
- ✦ 7 years of experience working with K-12 public schools in the regions in which the position is located.
- ✦ 3 years of experience in leading business development.



- \* Successful track record as an ambassador of an organization whose mission, values and/or culture aligns with those of World Savvy.
- \* Demonstrated commitment to social justice, global awareness, equity in education and the core principles of global competency.
- \* Excitement and demonstrated comfort in building new relationships and marketing to people within the network and to new individuals and organizations.
- \* Experience documenting engagement efforts and work in a CRM (i.e., Salesforce.com).
- \* Ability to identify with, and/or extensive experience working within, the communities and populations World Savvy serves (>50% Black, Indigenous and People of Color).
- \* Experience managing and building diverse relationships with great interpersonal communication and intercultural skills.
- \* Entrepreneurial mindset, motivated by growth with a track record of setting and achieving revenue goals (earned and/or contributed income).
- \* Strong written and verbal communication skills; confident and effective speaker and presenter; clear and professional demeanor.
- \* Technology skills that meet today's workforce demands (Microsoft Office, Google Suite, Salesforce, video conferencing, Slack, Asana, etc.) including strong skills using virtual collaboration tools to track projects, solve problems and work with others across distances.
- \* Positive, eager, self-sufficient, and adaptable learning style.
- \* Embraces complexity, excels at navigating and leading change, transforms ambiguity into clarity, and thrives in a fast-paced, agile work environment.
- \* Values and seeks input from multiple perspectives, champions new ideas and encourages new ways of thinking.
- \* Solution-oriented approach, with excellent time management and organizational skills; strong project.

**Schedule:** Full time, limited nights and weekends as required by program

**Salary range:** \$100k - \$120k based on experience

**Projected Start Date:** ASAP

**Application Deadline:** Priority Application Deadline is May 13, 2022

**Location:** Primarily California Bay Area can include Western and South Western parts of the country

**Travel Requirements:** 25% (primarily local and regional with occasional national travel)

### **APPLYING FOR THE POSITION:**

Please apply online at <https://worldsavvy.bamboohr.com/jobs/view.php?id=41>. Please include a resume, and a cover letter explaining why you are interested in the job and why you believe your experiences and skills are a good fit for the position. If you have questions that would affect your interest in applying, please e-mail [jobs@worldsavvy.org](mailto:jobs@worldsavvy.org).

### A note about World Savvy's commitment to anti-racism and recruiting:

In the past, we've used equity and inclusion language to express our social justice values and our intention to build a team that reflects the racial diversity of the students, educators and districts we serve. Like many organizations, we've recognized how passive and ineffective this has been at overcoming the effects of systemic racism that have impacted the workforce for generations. Many things need to change, including the dialogue we have with job seekers. To that end, we share the following:

Our commitment is that as we grow and intentionally build a team that reflects the ethnic, racial and cultural diversity of the students, educators and communities we serve. This population is currently 50% or more BIPOC. Recognizing the gap we have on our team, we're seeking individuals who are Black, Indigenous and People of Color to apply. We believe these life experiences and perspectives are critical at the leadership level, in particular, to advance our global competence work. At its core, this work is about teaching students to practice empathy, appreciate cultural differences, consider multiple perspectives and collaboratively problem solve. In an increasingly divided world, the continued success of this work hinges on modeling this ourselves, continuously learning and growing.



World Savvy COVID-19 approach:

World Savvy is currently a hybrid work environment depending on the role and tasks. This is reviewed on a periodic basis, with staff provided 30 days of notification of any changes. Work environments may include: work from anywhere, work in-person/office, and work in the community.

In accordance with World Savvy's duty to provide and maintain a workplace that is free from known hazards, its commitment to health and safety, and the concerns of its community, we are adopting a mandatory COVID-19 vaccination policy to safeguard the health of our employees and clients. This policy will comply with state and federal law, and is based on guidance from the Centers for Disease Control and Prevention (CDC) and local health authorities, as applicable and as updated from time to time. As an eligible state and federal contractor, World Savvy will comply with the COVID-19 vaccination requirement for all federal contractors and continue to follow the CDC guidance as it relates to vaccinations and booster shots. Reasonable accommodations will be considered on a case-by-case basis. World Savvy will ask for proof of vaccination as a condition of employment.