



Director of School Partnerships

We are currently looking for an enthusiastic and highly motivated Director of School Partnerships to head our team of dedicated and passionate Account Managers.

Reporting to the Chief Commercial Officer, your primary focus will be strategically leading and developing the Account Management team, maintaining strong relationships with existing clients by providing improved customer service outcomes, year-on-year accounts sales growth, and improved account profitability.

The Director of School Partnerships will be an integral part of the ORIGO team and will work closely with the Senior Leadership Group in setting the direction of ORIGO's account management activities. This is a remote position supporting a remote team and, as such, the position requires regular overnight travel (up to 30%).

Some of the key responsibilities of the role will include, but not be limited to:

- Providing leadership through effective communication of vision, active coaching, and personal development;
- Strategizing with Resource Advisors on a weekly basis on all opportunities to ensure solutions are being effectively sold, and accurately forecast respective opportunities based on realistic assessments;
- Establishing and maintaining contacts at the highest level of decision-making authority within client schools;
- Managing and prioritizing all opportunities to enhance client relationships and accelerate the decision-making process that will grow revenue through increased utilization;
- Acting as the liaison between customers and internal teams ensuring client requirements are met in line with contract agreements;
- Establishing target revenues and forecast pipeline and document growth expectations; and
- Collecting and analyzing team data to identify trends and communicate with team members and key business stakeholders.

WHAT YOU WILL BRING

To be successful in this role, you will be highly organised individual who can lead from the front, with a positive “can-do” attitude, as well as:

- A bachelor's degree or higher in education, business, or other relevant field, with a master's degree being highly regarded;
- Demonstrated experience (10+ years) in direct client/account management environment, preferably gained in the educational sales sector;
- Proven ability and experience (5+ years) managing small to medium sized account management or business development sales teams;



- A passionate, entrepreneurial desire to drive a positive sales culture that aligns with broader business strategic objectives;
- Ability to implement best practices specific to account management processes with ability to understand and interpret market trends and competitor activity;
- Strong voice in influencing cross-functional and leadership buy in, specifically when introducing new initiatives;
- Understanding of business priorities and how Account Management can enable business results.

Culture fit and attitude are also highly important to this team so a passion for the work you do, an interest in math's education, and the ability to understand and work within our Visions, Mission and Values is paramount to your success in this role.

If this sounds like you and you are interested in becoming a leader within the US Sales team, please contact Helen Tame, HR Manager at h_tame@origo.com.au.