Executive Director of Partnerships & Development

Location Name: Central Office

Salary Min: USD $111,727.12/Yr.

Salary Max: USD $160,704.01/Yr.

Category: Central Office

# of Openings: 1

Close Date: 5/23/2024

Subject: Not Applicable - Non-Instructional Position

Purpose and Scope

OVERVIEW

Memphis-Shelby County Schools is seeking dynamic educational champions ready to position our district as a national exemplar of education transformation. We need leaders with a fierce commitment to actualizing a bold vision that yields ambitious outcomes for more than 110,000 students and families across the Memphis-Shelby County area. The reality is that we can do better for kids, and we will with the right leaders in place. The most successful candidates believe that more is possible for Memphis and are:

- **Courageous Thinkers & Doers**: Prepared to navigate and thrive in a complex and ambiguous environment on day one, present innovative ideas to address systemwide issues, and execute sustainable plans toward transformation.
- **Solutions-Oriented**: See the possibilities, demonstrate the capacity to synthesize information and adjust short and long-term goals, and consistently find a window when doors close to deliver measurable results for kids and families.
- **High-Performing Gamechangers**: Leader of leaders with the capacity to mobilize and empower an outstanding team, make people-centered data-informed decisions, and operate with a relentless hyperfocus on removing stubborn barriers that destroy the hopes and dreams of too many of our students.

SUMMARY DESCRIPTION

As the Executive Director of Partnerships & Development you will manage current public/private partnerships and grow our partnership base, develop and execute a philanthropic grant strategy, and secure corporate, individual funding to support initiatives.
beyond the scope of the District’s general funds. You will work closely and collaboratively with the Strategic Communications Officer to harness the power of District’s content, events, and programs to reach new prospective partners. This role will report to the Special Assistant to the Superintendent and work closely with the Superintendent’s leadership team to ensure the partnership and development strategy is executed in a manner consistent with the priorities and strategic direction set forth.

**Additional Job Details**

For Candidates

Thank you for your interest in serving as Executive Director of Partnerships & Development to contribute to enhancing the LEGACY of Memphis-Shelby County Schools. Please review the information provided to ensure full consideration.

**Deadline for Submission** - All materials are due on or by 5pm Thursday, May 23, 2024.

**Interviews** - Interviews will begin immediately and occur until the position is filled.

**Application Requirements**

Submit the following items to legacyleader@scsk12.org with the title of the position in the subject.

1. Updated Resume
2. Document- Design a process to strengthen partnerships between businesses, schools, and the district to increase student outcomes, provide programs to leverage business resources to assist schools (mentoring, career development, etc.) to realize the district’s mission and vision.
3. Document- Create a proposed toolkit with resources for campuses.
4. Video responses to the prompts below

   Record - In a quiet setting, candidates should record a response to the prompts below within the specified timeframe.

   · Prompt (60 seconds)- Introduce yourself. Why this role, this district, right now? In your response, describe how you have established new partnerships, successfully managed existing partnerships, and led advancement efforts to fund the strategic priorities of a district/organization.

   · Prompt (90 seconds)- Describe your first 100 days. How will you realize the vision of the Superintendent as the leader of a new office purposed to accelerate the expansion of new revenue sources and partnerships to improve student outcomes.

   · Save all files using the naming convention: [Last Name.First Name.Title of Position Seeking.Resume (WritingSample, 60secvideo, etc)].

   · Submissions exceeding the time listed or without the correct naming convention will not be reviewed.
Salary Range: Minimum USD $111,727.12/Yr. to Maximum USD $160,704.01/Yr.

Please note: Interested persons must apply through the MSCS Careers Website.