



Education Design Lab

Senior Partnership Development and Program Lead

Washington, DC (Preferred), Full-Time

About the Education Design Lab

The Education Design Lab (Lab) is a national nonprofit that designs, tests, and implements unique education models and credentials that address the rapidly changing economy and emerging technology opportunities. The Lab demonstrates where technology, rigor, and design can improve opportunities for historically underinvested learners to achieve equitable futures.

The Lab works across disciplines and alongside schools, employers, entrepreneurs, government, foundations, nonprofits, and innovators. The organization has significant experience managing national and local learning cohorts, working with organizations such as The Lumina Foundation, the Michael and Susan Dell Foundation, the Gates Foundation, the United Negro College Fund (UNCF), Walmart, American Council on Education, and the ECMC Foundation. To learn more, visit www.eddesignlab.org, and follow on Twitter [@eddesignlab](https://twitter.com/eddesignlab).

Senior Partnership Development and Program Lead

The Senior Program/Partnership Lead is a new position that will operate in two functions. First they will expand the organization's partnership development capacity, raising funds to support EDL's design efforts across colleges, industries, states and regions. Second, this new team member will have opportunities to directly engage with our partners, bringing expertise and senior project management as the Lab helps design more equitable models toward the future of work (e.g. design challenges and consulting projects for our institutional, employer and CBO clients).

The position will split work projects approximately 60/40 between developing new concepts into funded engagements and leading smaller (single client) engagements as they become available. The position will report to the Chief Growth Officer with a dotted line to the Chief Program Officer.

The ideal candidate will be an entrepreneurial leader, agile worker and successful project manager who thrives in a start-up environment. They will have experience motivating colleagues to action and have experience driving projects from conception to execution. They will also be a compelling storyteller who can engage regional and national funders around the mission, goals and reputation of Education Design Lab.

Success in this role requires a nuanced equity lens and an understanding that college was not designed for “New Majority Learners,” resulting in systemic inequities, such as racism and exclusion. The Lead will hopefully operate with humility, consistency, a sense of humor, an appreciation for diverse teams and a willingness to learn and grow with the Lab.

Given EDL’s mission and programming, applicants with lived experience as first-generation college students, as community college students, those who attended minority serving institutions (HBCUs, HSIs, AANAPISIs etc), as nontraditional students and other underserved populations are particularly encouraged to apply for this role. The Lab does not require college degrees in its hiring.

Partnership Development

In this role, the Lead will be responsible for the following:

- A. Coordinating with the partnership development team and other key Lab stakeholders to **develop concepts that meet the needs of New Majority Learners** in the education to workforce ecosystem. These might include concepts from employer strategies to expanding the Lab’s 21st Century Skills footprint or identifying new “opportunity spaces” worthy of exploration.
- B. **Develop materials and messaging** to make the case for newly developed concepts with potential funders.
- C. In collaboration with the Chief Growth Officer, engage the philanthropic community and other potential funders to **identify and close grants or other funding mechanisms** to fund these new concepts.
- D. **Oversee the process of bringing concepts to greenlight**, from expressions of interest from funders to soliciting additional input from the Lab team members to drafting full proposals and budgets, to final negotiations and close.
- E. **Transitioning all information** and contracts to project teams for execution.

Program Lead

In this role, the Lead would be responsible for **leading design challenges**, providing project management and design leadership in meeting the goals of the individual challenges.

Responsibilities might include:

- A. **Manage the arc of an engagement** by incorporating innovation and change management strategies to build capacity, and aligning efforts across the learning community;

- B. **Deliver a series of events and meetings** to facilitate a learning community of community colleges and their regional collaboratives toward key milestones, including the design and launch of new micro-pathways models (e.g. national convenings, campus design sessions);
- C. **Engage and manage a national evaluator** to conduct a third-party independent assessment;
- D. **Manage community college design teams**, including effective engagement of regional collaboratives and documentation of lessons learned, impact, and success stories;
- E. **Bring a strategic lens to recommend scaling strategies**, using technology, thought leadership, policy, and other ideas.

What You'll Bring to Our Team

- Expertise across 2 or more focus areas: public-private partnerships, place-based strategies, education, future of work, edtech, change management, design and innovation.
- Experience and interest in breaking down racial and economic barriers to education.
- At least 10 years related professional multi-sector experience at regional and/or national levels, such as nonprofit, philanthropy, private industry, government and education. We are especially interested in candidates with direct experience managing cross-sector initiatives focused on social impact.
- Strategic thinking and familiarity with social impact metrics that can be communicated clearly to partners and translated into action.
- Strong communication skills, with excellent writing, synthesis and senior level facilitation/speaking skills.
- “Connector” ability to leverage robust networks and relationships in related areas. The ability to build trust and effective relationships with partners at all levels, and engage diverse stakeholders to coalesce around shared goals and objectives.
- An entrepreneurial approach, with a passion for tackling complex problems and a high level of comfort with uncertainty and experimentation.
- An openness to different perspectives and a commitment to diversity, equity and inclusion.
- A desire and ability to track the results of our work.

Application Instructions

To apply, please submit a cover letter and resume to careers@eddesignlab.org as soon as possible.

EDL has partnered with Monday Morning Consultants to support this search. Please feel free to reach out to Jamie Joanou, jjoanou@gmail.com and Erica Nicole Griffin, ericanicole@mondaymorningconsultants.com with questions.

Equal Opportunity Employer

The Education Design Lab is an equal opportunity employer; applicants are considered for all roles without regard to race, color, religious creed, sex, national origin, citizenship status, age, physical or mental disability, sexual orientation, marital, parental, veteran or military status, unfavorable military discharge, or any other status protected by applicable federal, state or local law.