



Job Title: Director of Classical Christian School Partnerships

Location: Annapolis, MD or remote location

Reports To: VP of Partnerships/Senior Sales Director

Position Status: Exempt

Estimated Start Date: Summer 2026

The Director of Classical Christian School Partnerships is responsible for proactively building relationships with classical Christian school leaders, and for successfully positioning CLT to achieve school, student, and parent engagement. The Director will work closely with the Sales team to effectively communicate the mission and benefits of CLT to classical Christian schools. The position entails both maintaining and fostering current partnerships, as well as seeking out new schools and signing them up for the CLT suite of assessments.

Responsibilities

- With VP, create and execute on classical Christian school strategy by developing a clear plan for outreaching to target schools, relationship building with current and potential partners, and renewing with existing partners.
 - Articulate and define target networks and schools for each academic year
 - Set clear goals for new school adoption (by number of test-takers)
 - Set clear goals for current school renewals (by number of test test-takers)
 - Develop ideal travel schedule and marketing plan for new and existing partners
 - Spearhead classical Christian school outreach and bring new schools onboard
- With Senior Director, implement process and procedure to efficiently execute the sales process with classical Christian schools, CLT's school support team, and CLT's product development team.
 - Identify and track KPI's for classical Christian school adoption and renewal
 - Implement CLT's process for ticket creation and deal tracking
 - Collaborate with sales team on process improvement and implementation
 - Seek professional development in sales tactics and liberal arts education



- With the broader CLT team, understand and execute CLT's mission to ensure partner needs are met, new product ideas are presented, and problems are identified.

Requirements

- At least 3 years of experience in classical Christian education (administrative experience preferred)
- Interest in and love for liberal arts education
- Familiarity with school assessments
- Highly creative and effective in identifying target classical Christian schools
- Strong writing and verbal communication skills
- Willingness to represent CLT during school visits or conferences
- Occasional customer service test day support
- Demonstrates CLT's Core Values: Anchored, Passionate, Humane