

# TeachFX

## Partnerships Associate, Job Description

**Location:** Menlo Park, CA or Remote

**Salary range:** \$50,000-\$80,000 annual on-target earnings (OTE)

[TeachFX](#) is an edtech startup that uses machine learning to superpower teachers' work and advance equity in the classroom. Our flagship product, the TeachFX app, enables teachers to visualize how their students are engaging in class and what portions of their lessons are teacher talk vs. student talk. TeachFX also provides teachers with resources and suggestions on concrete steps -- personalized based on their talk metrics and classroom discussion patterns -- that they can take to build a more student-centered classroom. We've also just launched a new product, [Equitable Classrooms](#), that gives school and district leaders never-before-seen insights into equity of student voice in the classroom so that they can pinpoint equity issues and drive change for students most in need.

We're a small, [mission-driven team](#) and are looking for a Partnerships Associate who shares our passion for meaningful and equitable classroom dialogue. The Partnerships Associate will inspire schools and districts to work with TeachFX, laying the groundwork for meaningful long term relationships that help transform teaching and learning.

We've raised \$4M from investors including [Ulu Ventures](#), [Newfund](#), [Brighteye Ventures](#), and [Reach Capital](#). We're all remote at the moment, but post-pandemic most of our team plans to go back to working from [Synapse School](#) in Menlo Park as Entrepreneurs-in-Residence. We also have a couple team members who live outside the Bay Area, and we're open to this being a remote role for the right person.

### Responsibilities

Conversations are the core of our work at TeachFX. The same is true on our partnerships team. The big goal of our partnerships team is to have authentic conversations with prospective school and district partners about their aspirations, challenges, and urgent priorities. As a key player on our three-person partnerships team, you'll have a variety responsibilities that are all about engaging in meaningful conversation:

- Lead engaging conversations with instructional leaders who are interested in TeachFX to determine if a partnership is right for them.
- Contact prospective school and district partners who are prioritizing equity, engagement, and student voice in their classrooms through phone, email, social media, or other creative campaigns. Past experience with email automation tools (e.g., Mixmax, Groove) are a plus but not required.
- Travel to conferences (once it's safe to do so) to serve as the face of TeachFX in conversation with prospective partners.
- Brainstorm, schedule, and invite prospective partners to insightful and delightful virtual events.

- Keep our CRM up to date to ensure we can best support each prospective partner on their buyer journey. Salesforce or Hubspot experience is a plus but not required.
- Inform the overall strategy of the partnerships team.

You're going to make a lot of calls, send a lot of emails, and go to a lot of conferences, but really, your main responsibility is to engage in authentic conversation with school leaders who want more engaging, equitable classrooms and to create interest in TeachFX.

You might be a good fit if your superpowers include:

- **Building strong relationships with education leaders.** You can empathize with the myriad challenges facing education leaders, help them see connections between their challenges and our work, and find ways to support them — even if that's with resources outside of TeachFX.
- **Great communication skills.** Whether on the phone, on Zoom, in person, or in writing, people love interacting with you! You're excellent at writing emails to prospects, and you're confident when making cold calls. You love personalizing messages and presenting our product to school and district leaders. You're comfortable negotiating pricing agreements.
- **Staying organized and focused.** You can manage dozens of potential school partners at different stages of the partnership journey and keep straight on the details of each. Prospective partners won't fall through the cracks on your watch!
- **An ability to think critically.** You are comfortable collecting and analyzing quantitative and qualitative data about which efforts are working and which efforts aren't, and you're eager to make recommendations on what we should do differently.
- **Creative problem-solving.** You love learning how to do something new and applying that learning immediately. You're the type of person who is known for raising their hand to say, "I can do that!" You aren't intimidated by a challenge that requires you to be ambitious, tenacious, or creative. You are a goal-oriented self starter and you thrive when given autonomy in your work.

Does that sound like you? Perhaps you're a former teacher, maybe you have a sales background, or you could be right out of college and hungry to help make a big impact on the world. Whatever your background, if this is the right role and the right mission for you, please send your resume and a letter of interest to Zach Crago at [zach@teachfx.com](mailto:zach@teachfx.com). We look forward to meeting you.

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*TeachFX is an equal opportunity employer and we value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.*