



Senior Strategic Literacy Partner

Remote | Reports to Director of National Partnerships

Why This Role Matters

At Really Great Reading, we believe every child deserves to learn to read – and that great instruction, thoughtfully supported, makes that possible. The Senior Literacy Outcomes & Strategic Partner exists at the intersection of that belief and the real work of transforming literacy outcomes at scale.

This is a role for someone who has sat in district leadership, knows what it takes to move systems, and is energized by helping educators find solutions that truly work. You will partner closely with our Revenue and Customer Success teams to guide high-value district and state-level partnerships – translating the Science of Reading into practical, lasting impact for students.

The Role

As a Senior Literacy Outcomes & Strategic Partner, you will serve as our most trusted instructional voice in complex, high-stakes partnership conversations. You will advise senior district and state leaders, support our go-to-market strategy, and help ensure that every district we partner with is set up for real, measurable success.

This role sits at the heart of our mission and our growth – contributing directly to how we reach more students, more schools, and more systems.

What You'll Do

Serve as Our Expert Voice in Strategic Partnerships

- Partner with Account Executives and Customer Success teams on high-value, complex opportunities
- Deliver compelling, outcome-driven presentations to Superintendents, Chiefs of Academics, Literacy Directors, and State DOE leaders
- Support deal strategy, stakeholder alignment, and solution positioning – including outcomes-based contracting conversations
- Ensure a seamless, trust-centered transition from the sales relationship into implementation and long-term partnership
- Serve as a thought leader in the Science of Reading and literacy transformation communities

Drive Pipeline and Market Presence

- Represent Really Great Reading at conferences, leadership convenings, and state literacy events
- Collaborate with Sales and Marketing on campaigns, outreach, and high-impact initiatives that generate qualified pipeline
- Build strong relationships with district leaders and stakeholders throughout the sales cycle and early implementation stages
- Align efforts to support quota attainment for strategic segments/accounts
- Track and contribute to pipeline influenced and revenue supported
- Identify and contribute to expansion opportunities within existing accounts
- Partner with leadership and revenue teams to strengthen strategic proposals, renewal strategies, and long-term partnership value

Translate Expertise into District and State Impact

- Demonstrate deep expertise in the Science of Reading, structured literacy, and evidence-based foundational literacy instruction
- Support districts and state agencies in conversations related to outcomes-based procurement and performance-driven partnerships
- Advise districts on evidence-based literacy improvement strategies, MTSS frameworks, intervention models, and implementation science
- Help districts define success criteria, implementation benchmarks, and measurable outcomes aligned to their strategic goals and funding priorities
- Connect product capabilities to real student achievement outcomes – and help districts see and communicate that impact
- Contribute to the development of customer success narratives, impact metrics, and evidence of program effectiveness

Collaborate Across the Organization

- Partner with Sales, Marketing, Customer Success, Product, and Implementation teams to align messaging and improve the district experience
- Contribute to sales enablement – sharing field insights and helping sharpen how we position our solutions
- Bring the district's voice back into the organization to continuously improve our approach

What You Bring

- 10+ years in K–12 education, with significant district-level leadership experience
- Deep expertise in the Science of Reading, structured literacy, and foundational literacy instruction
- Proven experience leading or supporting district-wide literacy initiatives and multi-school implementation strategies
- Strong ability to advise and influence senior district and state leaders with credibility and clarity

- Experience working across complex, multi-stakeholder partnerships or enterprise-level education initiatives
- Familiarity with outcomes-based contracting, grant-funded initiatives, or accountability-driven procurement
- Exceptional communication, facilitation, and consultative problem-solving skills
- Comfortable balancing instructional credibility with commercial impact – and energized by both
- Experience collaborating with Sales, Customer Success, or Implementation teams is a plus

What We Offer

We take care of the whole person – because we believe that when our team thrives, so do the students and educators we serve. Our benefits include:

- Competitive 401(k) with company matching
- Comprehensive Medical, Dental, and Vision insurance
- Paid Time Off to support rest, renewal, and life outside of work
- Employee Discount Program and partner savings
- Ongoing professional development and learning investment
- Wellness initiatives designed to support physical, mental, and emotional well-being
- Evolving benefits shaped by team member voice and values

Physical Requirements

This is a fully remote role. Team members work primarily at a computer and regularly engage in video conferencing, document review, and digital collaboration. The ability to work at a screen for extended periods, use standard input devices, and participate in virtual meetings is required.

Equal Opportunity Employer

Really Great Reading is committed to building an inclusive, high-performing workplace that reflects the diverse students, educators, and communities we serve. All qualified applicants will receive consideration for employment without regard to race, color, religion, age, sex, national origin, disability, veteran status, sexual orientation, gender identity, or any other characteristic protected by applicable law.

