

[PelotonU](#) wants to hire an **Innovation Manager**. Here's the scoop.

**Background:** Today's college students are now 74% post-traditional - older than 24, working 30+ hours, or caring for a dependent - but only 16% ever graduate. This has led to 45 million Americans who started college but have not yet earned their degree. Higher education is perpetuating inequity by making graduation difficult for the students who would most benefit from a degree. Where college graduation once offered consistent economic mobility, it now reinforces privilege.

Over eight years we've proved it doesn't have to be that way by building a new and equitable [pathway](#) to college graduation specifically for working adults. The model we helped build is called a hybrid college, and we're one of over a dozen non-profits in the country with this approach, and the only one focused on [growing the field](#).

**That's where you come in.** As our first Innovation Manager, you'll work alongside our co-founder and Chief Operating Officer, to find, recruit, and support the next 100 nonprofits to launch hybrid colleges. Building on three years of work to help others launch this model, you'll take us to the next level and turn a "when we have time for it" passion into a well-run, highly-effective program. Responsibilities include cultivating new partners, managing the partnership development process, and project management from start to finish of each engagement with these nationwide partners.

You likely enjoy working alongside entrepreneurs, diagnosing their core challenges, and helping them achieve their goals. You get tapped to manage cross-functional projects, day-dream about making processes more efficient, and are passionate about education and equity. You have a keen eye for detail, always write thank you notes, and can build systems from scratch. Maybe you've worked in consulting and want to get off the road every week, or maybe you've built a career in direct service and now want to tackle systems change. Sound like you? More details below.

**Your First Mission:** Find 30 new nonprofits to bring the PelotonU model to their community by 2022

#### How You'll Spend Your Time:

- Figure out how and where to find the right people to partner with PelotonU outside Austin
- Cultivate leads via content marketing and market research to grow the hybrid college market and awareness of PelotonU
- Maintain up-to-date pipeline tracking to support successful engagement with all opportunities
- Manage all "behind the scenes" operations to ensure timely follow up, thorough preparation, and quality experiences for all prospective and current partners
- Codify successful systems and processes for finding clients and effectively launching partnerships
- Conduct client research and readiness assessments to inform specific phases of the sales process
- Set up new engagements and ensure clients can use all platforms and tools
- Test new approaches to lead generation and partnership development; partner with COO to rapidly iterate

#### A Few Good Reasons to Join the Team

- Compensation from \$60,000 based on experience
- High autonomy, flexible schedule and healthy time off
- Join an org and team that takes culture, celebration, inclusion and transparency very seriously
- Opportunity to shape the ecosystem of hybrid colleges and grow into senior leadership role
- Work from home, with a preference for staff willing to live in Austin

#### You Who Would Thrive In This Position If You...

- Know how to motivate people, and prefer to listen and ask questions.
- Are the master off follow up, managing up, and keeping multiple projects going at once
- Geek out over creating tracking systems and analyzing data
- Constantly see ways to improve a process
- Have an internal standard for excellent work and don't finish a project until you clear that bar
- Operate best in high autonomy, high pace environments
- Have been given a role you weren't ready for and risen to the occasion

#### Nitty Gritty Requirements

- A bachelor's degree preferred
- At least five years of exposure to work in equity and education
- Track record of exceeding expectations and goals
- Ready to commit for at least 2 years

#### Ready to Apply?

Submit an application and resume at <http://pelotonu.org/jointheteam>

Start Date: February 1, 2021