



Role: Manager, School Relationships
Status: Full Time
Reports to: Senior Director, Partnership Solutions
Location: Atlanta, GA (Remote)

ABOUT CAMPUS MULTIMEDIA, LLC

Campus Multimedia, LLC is a Brooklyn NY-based, sponsorships sales representation firm working with national brands to accelerate revenue growth through sponsorship and integrated marketing programs through custom K-12 school communication channels.

Campus Multimedia (CM) exists to support and improve school life for students, teachers, and school districts through strategic brand partnership programs that meet school needs. Its extensive network of 70,000+ K-12 school relationships creates an unparalleled impact for brands to step inside schools at scale with mutually beneficial goals. As the leader in school marketing execution, CM creates platforms for brands to achieve their goals and schools to receive resources. Learn more at campusmultimedia.com

ABOUT THE ROLE

This position will be responsible for working with our K-12 school relationships to fulfill client programs and partnerships as well as grow current and future programs and properties. This role will include confirming participation in marketing programs when needed within the school channel and assisting with helping develop the Partnerships division of our business.

This role will also work on the administration of integrated marketing programs for Campus Multimedia brand clients.

A successful fit for the Manager, School Relationships role will likely be a self-motivated, proactive, organized, and upbeat person who likes taking initiative and desires to meaningfully contribute to our fast-growing company.

PRIMARY TASKS & RESPONSIBILITIES

- Oversee multifaceted strategies of school outreach and communications via email and phone to school affiliates, including, but not limited to athletic directors, school counselors, administrators, etc.
- Become a program expert by collecting intel gathered from regular communication with schools
- Assist in other client program execution responsibilities working with both internal teams and external partners
- Contribute to ideation sessions for existing K-12 school programs and future school programs
- Assist in facilitation of relationship with outsourced call center
- Maintain and update school information in CRM system, to preserve integrity of database, with assistance from Head of Data Operations



- Assist in research of potential new programs to create value for the K-12 marketplace
- Ensure completion of high-quality projects on schedule with short deadlines
- Other duties as assigned

CULTURAL FIT

Must embody Campus Multimedia values of I.M.P.A.C.T., which demonstrates our ability to deliver value to our customers, create measurable change in our industry and have a positive influence on our colleagues and partners:

Integrity – Do the right thing every time.
Modernization - Courageously pursue progress.
People First – Care big. Celebrate big.
Accountability – Proactively OWN IT!
Communication – Intentional Transparency
Teamwork – Together, Everyone Wins

QUALIFICATIONS

- Bachelor's degree required, preferably in Education, Marketing, Communications, Business Administration or other related field
- 4+ years of experience preferably in education, marketing and/or the K-12 industry.
- Extremely detail orientation with the ability to multi-task, organize and prioritize tasks
- Excellent communication skills with an ability to communicate effectively with senior level decision makers (both written and verbal)
- Understanding of CRM databases and marketing support software
- Proven track record of detailed and successful project management
- Must be a strong problem-solver, well-organized, and possess a work ethic with a willingness to learn and adapt in a fast-growing and ever-changing startup environment.

For more information or to apply, please contact or send a resume to Derek Paganini, Sr. Director, Partnership Solutions at Derekp@campusmultimedia.com.