



## Open Position:

### Director, National Gender-Based Violence Learning Community

The Battered Women's Justice Project ([BWJP](http://www.bwjp.org)) is a collective of national policy and practice centers at the intersection of gender-based violence and legal systems. Together with our four national anti-GBV partners (Esperanza United, Valor US, the National Domestic Violence Hotline, the Asian Pacific Institute on Gender-Based Violence) we founded the [National Gender-Based Violence Learning Community](http://www.ngbvlc.org) ("The Learning Community"), the go-to LMS hub for all gender-based violence-related training needs.

The Learning Community strives to create relevant, expert, and meaningful learning opportunities from multiple organizations in one place. Users from novice to expert can find all types of innovative content while engaging with peers and subject matter experts in real-time discussions. From drop-in "critical conversations" to self-paced courses and continuing education, it is the one-stop source for GBV professional and personal growth.

See our websites: [www.bwjp.org](http://www.bwjp.org) and [www.ngbvlc.org](http://www.ngbvlc.org)

***As we expand our reach and impact, we are seeking a strategic and results-driven professional to join our team as Director of The Learning Community. With this position you will be at the forefront of the movement to create systemic change that saves lives.***

### Position Summary:

The Director of the Learning Community will be responsible for establishing and nurturing strategic partnerships to enhance our LMS offerings and build revenue, overseeing our contracted developers and UI/UX consultants to enhance our proprietary system, and coordinating with our founding partners to shape and implement the overall strategy.

This role requires a proactive and visionary leader with experience in business development and relationship building, and a commitment to delivering high-quality solutions to meet the evolving needs of our stakeholders.



## **Key Responsibilities:**

### **1. Strategic Planning:**

- Together with our consortium members and BWJP staff, design, develop and implement an innovative strategic vision for the Learning Community that is aligned with the consortium's missions, goals, and objectives.
- Identify opportunities for leveraging the Learning Community to enhance the learning experience for our stakeholders, and to drive revenue.
- Stay informed about industry trends and innovation, competitor offerings, and emerging technologies in the e-learning and GBV fields.

### **2. Business Development:**

- Identify, evaluate, and establish strategic partnerships with industry leaders, content providers, and technology partners to enhance the features and content available on the Learning Community.
- Negotiate and finalize partnership agreements that align with the consortium's mission, goals, and objectives.

### **3. Budget Management:**

- Develop and manage the budget for the Learning Community.
- Allocate resources efficiently to support program initiatives.
- Develop and implement innovative strategies to optimize revenue from the LMS, through partnerships, contracts, subscriptions, and gifts.
- Develop a comprehensive strategy to implement and grow subscriptions for the Learning Community; Collaborate with external relations teams to create compelling subscription packages and pricing models.
- Provide insights and recommendations for product enhancements based on market demands.

### **4. Relationship Management:**



- Cultivate strong relationships with existing clients and partners, ensuring satisfaction and identifying opportunities for upselling or cross-selling.
- Act as the key decision-maker and the main point of contact for partners, addressing concerns and ensuring smooth collaboration.

#### **5. Cross-Functional Collaboration and Team Supervision:**

- Collaborate with fundraising and communications teams to ensure seamless integration of partnerships and subscriptions into the overall fund development strategy.
- Collaborate with programmatic teams to ensure delivery of high-quality content that meets the needs of learners, program funders, and LMS sponsors.
- Provide supervision of in-house Instructional Designers/LMS Manager, and oversee instructional designers, content creators, developers, consultants, and other stakeholders to integrate educational content seamlessly into the Learning Community.

#### **6. Evaluation and Continuous Improvement:**

- Regularly assess the effectiveness of Learning Community and initiatives.
- Seek feedback from stakeholders to identify areas of improvement.

### **Qualifications Required:**

- **Education:** Bachelor's degree in relevant field; Master's degree preferred.
- **Travel:** Willingness and ability to travel nationwide up to 30% of the time.
- **Experience:** Minimum of 7-10 years of progressively responsible experience in business development or related areas. Proven track record of successfully negotiating and managing partnerships and developing stable revenue streams. Familiarity with industry best practices and emerging trends in LMS technology is desirable.
- **Leadership Skills:** Proven ability to provide visionary and innovative leadership, set strategic direction, and manage multiple complex initiatives and projects. Experience



in managing teams and fostering a collaborative work environment. Ability to analyze data and make data-driven decisions.

- **Communication Skills:** Excellent written and verbal communication skills, with the ability to effectively communicate complex issues to diverse audiences. Experience in public speaking, media engagement, and public relations is desirable.
- **Relationship Building:** Strong interpersonal skills and the ability to build and maintain effective relationships with diverse stakeholders, including government agencies, corporate sponsors, nonprofits, and community organizations. Ability to work well with diverse groups and to work effectively as part of a team.
- **Commitment to Social Justice:** Demonstrated commitment to racial justice, gender equity, and the empowerment of survivors of gender-based violence.

**Position:** Full-time exempt

**Location:** Remote position.

**Salary:** \$115,000-\$130,000

**Benefits:** Employer-paid individual health, dental, vision, group life, ST/LT disability insurance, and accident insurance, in addition to a competitive paid time off package and 5% 401k contribution.

**To Apply:** Send resume, cover letter, and three professional references to [hr@bwjp.org](mailto:hr@bwjp.org) or to BWJP, 540 Fairview Avenue North, Ste. 208, St. Paul, MN 55104.

*BWJP is committed to providing a work environment that is free from discrimination.*