

Ian Dividual: career notes document

Where I am now

Ten years in education: teaching, then running programs, now leading digital learning at a secondary college. I've enjoyed the edtech side of my current role more than anything else, and I'm ready to move out of schools and into an organisation that builds or supports learning technology. I'd like to make the move within the next six months. Not currently studying.

My criteria

- **Location:** Melbourne, hybrid ideally, at least two days from home. Not open to relocating interstate
- **Salary:** At least \$115,000 (current salary is around \$112,000)
- **Must have:** Close contact with schools or teachers; learning outcomes taken seriously, not only sales
- **Would like:** A small team to lead; exposure to product decisions
- **Not sure yet:** Whether I'd be happy in a commercial company after working in schools and a not-for-profit

Pain, plus and purpose points

Pain points (things to avoid or minimise)	Plus points (things I enjoy)	Purpose points (what I find meaningful)
Report-writing season and the admin load that comes with it	Getting a new tool working for a whole staff group, and seeing it stick	Students who were behind catching up, especially in reading
Being asked to roll out tools I had no say in choosing	Talking with the product team at the start-up about what teachers needed	Teachers getting time back to actually teach
Very rigid timetables and little flexibility in my week	Running professional learning sessions, especially small-group ones	Fairer access to good learning tools in regional and lower-income schools
Work that feels like selling something I don't believe in	Making sense of usage data and turning it into a clear story	Being part of a team that cares about the same thing

Applications so far (last four months)

Month	Role	Organisation	How I found it	Outcome and notes
July	Product Manager	Larkspur EdTech	Job board	Rejected at CV screen. Probably needed product experience
July	Customer Success Manager	Tallowmere Software	Job board	Phone screen; didn't progress. Feedback: not enough commercial experience
August	Learning Designer	Orchard Lane Online	Recruitment agency	Withdrew. Contract role, and the pay was below my minimum
August	Education Partnerships Lead	Brightwater Reading Trust (not-for-profit)	Former colleague's referral	Second interview; offered to someone with fundraising experience. Very positive feedback on school relationships
September	Implementation Specialist	Copperleaf Learning	Job board	No response
September	School Success Manager	Mintgrove Maths	LinkedIn post by the hiring manager	Interview next week
October	(no advertised role)	Pebblestone Labs (start-up)	Speculative email after meeting the founder at a conference	Coffee chat; they may have a role in the new year
October	Head of School Partnerships	Quillfern Learning	Job board, and I know one of their learning designers	Drafting cover letter now

How I spent my job search time last month (roughly)

Drafting and writing and editing applications 60% · Career research into different opportunities 15% · Updating LinkedIn 10% · Networking and coffee chats 10% · Events (Digital Ed Conference) 5%

People I could talk to

- Thu, a former Northvale colleague, now a learning designer at Quillfern
- Marcus, the founder of Pebblestone Labs, whom I met at a conference in September
- The product lead at the start-up whose maths platform we piloted (we've emailed a few times)
- Two people from my Graduate Certificate who now work in edtech companies
- The partnerships manager at Brightwater Reading Trust, who interviewed me and offered to stay in touch

Organisations on my radar

Organisation	What they do (my understanding)	What I still need to find out
Quillfern Learning	Adaptive literacy and numeracy platform for schools; around 340 schools	How the partnerships team works with Product; how stable the funding is
Mintgrove Maths	Maths practice app used mostly by primary schools	Whether it's growing or under pressure; team culture
Pebblestone Labs	Early-stage start-up working on teacher planning tools	Whether they could afford a role at my level
Brightwater Reading Trust	Not-for-profit running reading programs in regional schools	Whether they're likely to recruit again in the next year
Education department digital learning team	State government team supporting schools' use of digital tools	Whether roles come up, how they're advertised, and the timelines

Questions I don't know the answer to yet

- What do people in school partnership or customer success roles actually do day to day?
- How do edtech companies measure whether their product improves learning?
- Is a commercial company right for me, or should I look more at not-for-profits and government?
- Which of my experiences count most to edtech employers, and what am I missing?
- Where are the smaller or less visible edtech organisations in Melbourne?