

Head of School Partnerships, Quillfern Learning

Melbourne (hybrid, 3 days in office) · Full time, permanent · \$100,000 plus superannuation

The opportunity

Quillfern Learning is an Australian edtech company building adaptive literacy and numeracy tools for primary and lower secondary schools. Our platform adjusts to each student's level and gives teachers clear, practical insight into where their class needs support.

Since launching in 2015, Quillfern has grown to more than 340 partner schools and around 85,000 students. In schools that use the platform for a full year, students show an average of 1.4 years' reading growth, and 9 in 10 teachers say it saves them planning time.

We're looking for a Head of School Partnerships to lead our partnerships team and shape how we work with schools as we grow, particularly in regional areas. You'll report to our Chief Customer Officer and work closely with our Product and Learning Design teams, making sure the voice of schools reaches the people building our platform.

What you'll do

- **Team leadership:** Lead a team of three School Partnership Managers, setting goals and supporting their development
- **Partnership strategy:** Develop a three-year strategy for how we grow, retain and support partner schools, including a regional schools plan
- **School relationships:** Build trusted relationships with principals, school leaders and education department contacts
- **Impact and reporting:** Track partnership health and student outcomes, and report clearly to leadership and investors
- **Product feedback:** Bring structured feedback from schools to our Product and Learning Design teams

Candidates will:

- **Engage:** get to know your team and our top 50 partner schools
- **Evaluate:** review how we onboard and support new schools;
- **Strategise:** propose a medium-term partnership strategy.
- **Innovate:** launch a regional schools pilot with at least 20 new schools
- **Grow:** improve partner school retention from 84% to 90%.

What we're looking for

- Experience working in or closely with schools (teaching, leadership or education programs)
- Line management experience, or clear experience leading others
- Experience building and maintaining relationships with senior external stakeholders
- Confidence using data to understand impact and make decisions
- A genuine interest in how digital technology can support teaching and learning

Desirable (but not essential)

- Worked in an edtech or technology company
- Experience supporting regional or remote schools
- Led teacher professional learning
- Been involved in product pilots or user research