Job Description

Regional Manager, Business Development & Implementation

Positions open in two locations:
- o **Lahore** (managing Punjab/Central region)
- o **Karachi** (managing Sindh & Baluchistan region)

Reports to: Chief Executive Officer
Department: Programs & Partnerships
Organization: Khan Academy Pakistan (KAP)

Work from: Co-workspace

Role Summary

1. Lead regional partnerships and oversee the rollout of Khan Academy and Khanmigo AI programs across Government, NGO-run, and Private school networks.
2. Act as the primary liaison with Education Ministries to align project implementation.
3. Build strong collaboration with development agencies promoting EdTech in the education sector.
4. Ensure effective school onboarding, and continuous student engagement through data-driven monitoring and support.
5. Identify, pursue, and manage donor-funded opportunities and partnerships across the assigned region.
6. These roles require regular travel within the city and surrounding region.

Key Responsibilities

• **Program Implementation & School Onboarding:** Lead the rollout and implementation of Khan Academy and Khanmigo AI programs across schools in the region; ensure all schools are properly set up and active on Khan Academy platforms.

• **Partnerships & Stakeholder Engagement:** Build and maintain strong relationships with government bodies, development partners, and school networks; represent KAP in meetings and coordination forums.

• **Teacher Training & Capacity Development:** Coordinate with KAP's Academic and Training teams to deliver hybrid teacher training programs; track participation, engagement, and follow up on outcomes.

• **Monitoring, Data & Reporting:** Collaborate with the Data Intelligence team to monitor KPIs, track progress, and document best practices and success stories.

• **Communications & Representation:** Serve as the regional spokesperson; support visibility campaigns and showcase regional achievements.

• **Donor Funding & Reporting:** Identify and engage donor organizations; secure funding and share periodic updates on fund utilization to demonstrate impact on teaching quality and student learning.

• **Representation & Coordination:** Represent KAP in meetings with school partners, donors, and regional stakeholders to strengthen collaboration and alignment.

- **First 30 Days:** Orientation on KAP programs; establish stakeholder contact; review regional school data.
- **First 90 Days:** Develop regional plan; and onboard (A #) of school networks.
- **6 Months:** Onboard (B #) of new school partner networks; acquire paid Khanmigo AI training for teachers; and (C #) paid Khanmigo AI student license; achieve 80% teacher active usage and 50% student active usage of Khanmigo AI service.
- **12 Months:** Onboard and mobilize (D) number of school networks on to paid Khanmigo AI teacher training and Khanmigo AI licenses for partner schools.
- Achieve **4.5/5 satisfaction**: **50% student** engagement growth.
- **Get 2 impact assessment studies conducted** by third-party research companies.
- Acquire **CSR funding** from minimum **(F)** number of companies based in the region for **(H US$).**

Ideal Candidate Profile

- **Education:** Master's in education, Public Policy, Development, or Management.
- **Experience:** 10–15 years in education or development sector leadership, with strong government liaison exposure and business development.
- **Skills:** Partnership management, program delivery, digital education familiarity, analytics, and communication.
- **Personal Qualities:** Collaborative, mission-driven, resilient, and capable of influencing at multiple levels.

Reporting & Coordination

Reports to Chief Executive Officer and works closely with Training & Academic, Data Intelligence, Khan Academy Global teams for alignment and impact delivery.