

## **Regional Manager, School Implementation & Partnerships (Central Region)**

**Location:** Lahore (Covering Punjab)

**Work Mode:** Co-workspace in Lahore

**Department:** Programs & Partnerships

**Organization:** Khan Academy Pakistan (KAP)

**Reports to:** Chief Executive Officer

### **Role Summary**

Lead the rollout and scaling of Khan Academy Pakistan's school implementation programs across the Central Region, overseeing adoption of Khanmigo AI services and Khan Academy learning content in public, NGO-run, and private schools. Serve as key liaison with Education Ministries in Central, UNICEF, Asian Development Bank (ADB), NAVTTC/TEVTA, and development agencies to drive partnership development and program implementation. Ensure measurable impact through data-driven execution, including effective teacher training, school onboarding, and sustained student engagement with continuous support.

### **Key Responsibilities**

#### **Strategy, Planning & Regional Operations**

- Develop and execute regional strategy for school implementation and partnerships aligned with Khan Academy Pakistan's national priorities; translate organizational goals into actionable short-, medium-, and long-term plans
- Analyze school, teacher, and student data to identify priorities and track progress; establish operating rhythms, planning processes, and accountability mechanisms for consistent execution and continuous improvement

#### **Program Implementation & School Onboarding**

- Lead end-to-end rollout of Khan Academy and Khanmigo AI programs across multiple concurrent school cycles, from onboarding to sustained classroom integration, ensuring technical enablement, educator support, and instructional embedding
- Assess implementation quality and adoption challenges, adapting approaches to maximize teacher and student engagement

#### **Teacher Training & Capacity Development**

- Coordinate with Academic and Training teams to deliver hybrid teacher training programs, ensuring content is pedagogically sound, practical, and responsive to classroom realities
- Monitor teacher engagement, platform usage, and feedback to strengthen training effectiveness and drive instructional impact

#### **Partnerships & Stakeholder Engagement**

- Build and maintain strategic relationships with government, development partners, NAVTTC/TEVTA, Corporates and Business Groups.
- Maintain and evolve the stakeholder landscape, identifying opportunities for collaboration, scale, and institutional partnerships
- Support development of funding and CSR partnerships to enable program growth, sustainability, and regional expansion

#### **Monitoring, Data, & Impact**

- Monitor regional performance across implementation, adoption, and engagement with the Data Intelligence team; synthesize insights into compelling narratives for leadership and stakeholders
- Support impact measurement efforts, including best practice documentation and coordination with third-party research or evaluation partners

## Leadership, Communication & Representation

- Lead cross-functional coordination with internal teams to deliver complex regional workstreams; balance strategic oversight with hands-on problem-solving to drive momentum and results
- Serve as Khan Academy Pakistan's regional ambassador, engaging partners, representing the organization in sector forums, and contributing to visibility initiatives

## Performance & Impact Expectations

- Success in this role requires rapidly establishing regional context, building trusted partnerships, and translating strategy into high-quality implementation that scales sustainable school partnerships and strengthens teacher capacity.
- Over time, the Regional Manager must drive consistent adoption of Khan Academy and Khanmigo AI tools while demonstrating credible impact on student engagement and learning outcomes.

## Ideal Candidate Profile

### 1. Education

- Master's degree in Education, Educational Leadership, Public Policy, Development Studies, Management, or a related field.

### 2. Experience

- 8-10 years of progressive experience in education, edtech, or development sector
- Strong background in training and development, classroom instruction, and academic leadership or management experience
- Demonstrated experience leading large-scale edtech implementations and managing complex programs or regions
- Exposure to government engagement, partnerships, and business development

### 3. Skills & Competencies

- Strategic planning and business operations mindset with the ability to translate strategy into execution.
- Strong analytical and problem-solving skills, including comfort with data, KPIs, and impact measurement.
- Excellent written and verbal communication skills, with the ability to present insights to senior stakeholders.
- Ability to operate at both a high-level strategic view and a detailed, on-the-ground implementation level.
- High ownership, adaptability, and resilience in fast-moving and ambiguous environments.

### 4. Personal Attributes

- Mission-driven and deeply committed to improving teaching and learning outcomes.
- Collaborative leader who can influence across functions and partner organizations.
- Comfortable representing KAP with credibility among educators, government officials, and development partners.

## Reporting & Coordination

- This role reports to the Chief Executive Officer and works closely with Training & Academic, Data Intelligence, and Khan Academy Global teams to ensure alignment, quality implementation, and measurable impact.

## How to Apply

If your experience aligns with this role and you are interested in applying, please send your CV and cover letter to [careers@khanacademypakistan.org](mailto:careers@khanacademypakistan.org).