Regional Manager, School Implementation & Partnerships (South Region)

Location: Karachi (Covering Sindh)
Work Mode: Co-workspace in Karachi
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 South 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 South, UNICEF, Asian Development Bank (ADB), NAVTTC/STEVTA, 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/STEVTA, 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**.

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