



PRESTANS

Senior Manager of Strategic Partnerships

Location: Remote with some travel

Employment Type: Full-Time

Compensation Structure: Base salary + performance-based incentive commission

Application Deadline: Please send resume and cover letter to alice@prestans.us by May 1st.

Position Overview

Prestans Online Academy is seeking a Senior Manager of Strategic Partnerships to lead outbound sales and partnership development, with a primary focus on driving full-time enrollment through strategic partnerships.

This is a pure sales and business development role. There is no expectation that this position supports admissions intake, enrollment processing, or program operations. Instead, the role is responsible for identifying, cultivating, and converting partnership opportunities that generate full-time enrollment and revenue for Prestans.

Commission and incentive compensation for this role will be based on full-time enrollment revenue generation.

The Senior Manager of Strategic Partnerships reports to the Director of Enrollment Management and works within a clearly defined sales strategy and target framework.

Core Responsibilities

- Drive partnership development for full-time enrollment through proactive outbound outreach and relationship building.
- Conduct cold outreach using curated call lists of athletic organizations, academies, consultants, and other aligned referral sources.
- Build and manage a pipeline of qualified partnership prospects that generate full-time



PRESTANS

enrollment opportunities.

- Introduce qualified families and organizations into the admissions funnel and hand off to the admissions team for intake and conversion.
 - Solicit development donations designated to fund financial aid for full-time students, and for tracking and commission purposes these funds will be counted as full-time enrollment revenue.
 - Meet or exceed full-time enrollment revenue targets.
-

Pipeline & Reporting

- Maintain accurate tracking of outreach, conversations, and partnership progress.
 - Participate in regular check-ins to review pipeline health, progress toward targets, and strategic adjustments.
 - Maintain visibility across new and existing partnerships.
-

Ideal Candidate Profile

- Proven experience in sales, business development, or partnership growth (education-adjacent experience strongly preferred).
- Comfortable with outbound outreach, cold calling, long sales cycles, and rejection.
- Results-oriented, self-directed, and able to execute within a defined strategy.
- Strong communicator who can represent Prestans clearly and professionally to external partners.
- Ability to manage relationship pipelines and multiple external partnerships simultaneously.
- Proficiency in data management including organizing, documenting, and analyzing information about outreach efforts and partnerships in the CRM.
- Proven track record of the ability to work independently, be a self-starter, and work in a remote environment.