



Title: Regional Director- Midwest-Twin Cities

Background:

Inner Explorer is a leading provider of daily mindfulness programs for PK-12 students. It offers audio-guided recordings designed for schools and centers to alleviate chronic stress, build resilience, and cultivate self-awareness skills among students. This evidence-based program is easy to implement, curriculum-neutral, and resource-efficient, making it universally effective in enhancing students' mental health, well-being, and academic performance. In partnership with the GreenLight Fund-Twin Cities and various philanthropic organizations, Inner Explorer is actively working to provide these learning readiness tools for preschool through high school classrooms and centers in the region. Inner Explorer is an educational innovator with a clear, sustainable, and scalable automated classroom model. Most importantly, it works!

Job Description:

The Regional Director – Midwest - Twin Cities will work in Minneapolis, St. Paul, and surrounding areas to raise awareness and interest within school districts, out-of-school time (OST) organizations, early learning organizations, and partner organizations to implement Inner Explorer's daily mindful awareness programs in their classrooms and centers. The RD will initiate new contracts and memoranda of understanding (MOUs), renew existing agreements, and expand engagement throughout the school year. The RD will also assist in coordinating senior-level meetings with key regional stakeholders, including city and state officials, foundations, corporate supporters, and advisors. The Regional Director will be instrumental in delivering an evidence-based daily mindful awareness program to under-resourced populations, enhancing mental health and well-being engagement in communities of color.

Duties/Responsibilities:

- Gather and relay feedback on the needs and priorities of the communities we are serving with an emphasis on messaging and delivery that is culturally responsive.
- Collaborate with school districts, out-of-school time (OST) programs (including 21st Century Community Learning Centers), early learning organizations (such as Head Start), partners, and supporters in the region to implement Inner Explorer and evaluate its impact.
- Meet the annual engagement and revenue targets, developed with the Inner Explorer executive team and input from the GreenLight Fund-Twin Cities Executive Director.
- Build and maintain a geographic strategy, pipeline, and forecast of opportunities.

- Ensure customer satisfaction through ongoing communication, monthly and quarterly analytics reviews with key stakeholders, and strong relationship management. Address any issues that arise and share information about new programs and services.
- Engage educators, students, and families with Inner Explorer's program through in-person and virtual webinars, events, and other strategic outreach.
- Maintain regional information by district, OST, early learning, and partners on communication, relationship, and implementation activities.
- Develop regional "show sites" of top users willing to take calls and host site visits.
- Assist in research, assessments, and case studies to broadly demonstrate the impact.
- Perform other related duties as assigned.

Supervisory Responsibilities:

- None.

Required Skills:

- Excellent interpersonal and customer service skills.
- Excellent partnership/relationship development and negotiation skills.
- Excellent organizational skills and attention to detail.
- Strong analytical and problem-solving skills.
- Ability to function well in a fast-paced and innovative environment.
- Strong understanding of mindfulness and a willingness to practice daily.
- Highly self-motivated with demonstrated success working remotely.
- Strong presentation skills both in-person and virtually.

Education and Experience:

- Bachelor's degree in Business, Marketing/Communications, or a related field.
- At least five years of partnership-business development experience.
- Experience in the educational field, especially with PK-12 school districts, is preferred
- Non-profit/Mission-driven organizational experience is a plus.

Physical Requirements:

- Must live in the Twin Cities area.
- Must be able to travel locally to present at district and community events
- Must be able to travel nationally 2-3 times per year.

Salary Range:

- Total compensation ranges from \$90,000-\$100,000, including base salary and variable compensation for achieving performance objectives.
- Healthcare stipend, 4 ½ day work week, 4 weeks of vacation.

For more information or to apply, please email Liz Driggs White at LDriggs@InnerExplorer.org