



General Manager of EdTech

Full time remote / Based in Eastern or Pacific time zone

This is a fantastic opportunity for a rising star in the data consultancy space with a proven track record in client services to take the next step in your journey. You will bring your specific Education Technology (EdTech) subject matter expertise and bags of enthusiasm to lead your very own creative, cross-functional team as the next spin out of our adventurous growth plans as we take our *data for everyone®* promise Global.

You will play a pivotal role in implementing the commercial strategy, grow meaningful client relationships that translate into long term accounts and lead a high performing distributed team. As a person that is passionate about unlocking the value of data, you will have genuine leadership experience in influencing clients commercially, recommending appropriate visual, user first solutions with confidence and natural charm to technical and non technical audiences while motivating multi-disciplinary teams in a collaborative way.

infogr8 is at the stage in their journey where you can have a substantial impact on the trajectory of the company. As part of the next stage of growth, you will receive full backing and stewardship from the Founder & CEO. You'll also benefit from our sustainable work-life approach, that means you choose where you want to work, and that also goes for all of your future hires.

About infogr8

[infogr8](#) are the visual data storytellers. We've been at the forefront of showing meaning and value in data since 2012. We pride ourselves in delivering award-winning work with accuracy and agility. We unlock data to reveal its true stories – and its true value – in visual, interactive, and entertaining ways that everyone can understand. Some of our clients include Spotify, Emsi Burning Glass and the World Health Organization.

Background and skills

- Prior experience in a client facing leadership position within a data driven consultancy, having exposure to market leading data visualisation software (e.g Tableau) and other analytics tools.
- Deep subject matter expertise in EdTech, you have connected, learned and contributed in this space having supported education oriented clients and have specific US market knowledge.
- An excellent leader with brilliant communication, interpersonal skills with a global orientation able to build sustainable client relationships.
- Engaging management style that gets the best from the team.
- Solid expertise in account services having delivered varied briefs that sit at the intersection of tech, behaviour and data.
- Proven commercial skills having experience of actively pitching and presenting to a wide array of B2B audiences. Visual communicator, you love to present insight in smart, visual ways.
- You will have strong planning abilities, prioritisation and attention to detail (you know what good looks like).
- Some commercial exposure of P&Ls/financial position, sales pipeline development and overall commercial and operational strategy is advantageous.
- Proactive, high energy individual with bags of self-motivation and initiative.
- Open minded and competitive with a continuous, iterative approach hungry to learn and adapt.



Responsibilities

- **Deliver account growth** - Own and execute the commercial strategies in the growth schedule building on the existing success of clients, talent, products, brand and domain knowledge. Delight clients and grow accounts by developing strong relationships and solid expectation management. To drive new and existing commercial opportunities qualifying, nurturing and extending relationships, whilst achieving the key targets of the business plan. Monitor performance of commercial activities through key metrics and prepare reports for transparency.
- **Build team culture** - The coach and mentor to the core team building a warm and welcoming culture maintaining the daily operational rhythm via our always agile approach. Motivate and mentor the core team to maximise their growth and potential delivered through the infogr8 values in a warm, welcoming and useful way. The legitimacy to bring strong product vision and creative direction, guidance on data and technology from end to end on projects, ensuring our distributed network have a great experience working as part of infogr8 with a keen eye on new specialised talent and partners that strengthen our unique offering and ensuring everything delivers to our promise of *Data for Everyone*®.
- **Identify new opportunities** - Scan the environment, identify gaps in the market and address how our unique offering can create custom, scalable market ready solutions. Present shape and structure to the opportunity to co-develop new revenue streams with the CEO ready for piloting. Test drive pilots delivering consistency and quality via the team culture, knowing when to drive pilots that show genuine promise.

To apply, share your CV and cover letter to careers@infogr8.com and simply answer this one question in 300 words or less: What does unlocking data do for the education ecosystem and how does it translate to everyday audiences?



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We're on the hunt for a rising star with proven client services experience looking to take the next step at the helm of delivering on our Data For Everyone® promise.