



VISION & MISSION: ProUnitas envisions a world where no child falls between the cracks and every child has access to the right resources at the right time to reach their fullest human potential.

What We do: We provide the technology infrastructure and training necessary for schools to rapidly identify and intervene when a student is in need.

Company Values:

- Just say it.
- Grow or die.
- Let go of the vine.
- Do not get lost in the thick of thin things.
- Embrace uncertainty

Seat Title: Sr. Manager of District Success (Customer Success)

Role Overview - Reporting to the Chief Program Officer, the Sr. Manager of District Success is a key role at ProUnitas and will revolve around three key areas: onboarding school districts onto PurpleSENSE after understanding the district vision for student support, on-going training and support, and data analysis and strategic advising. The Sr. Manager will support a portfolio of schools and in some cases multiple school districts.

This position will be in collaboration with other Sr.Managers of District Success who support other districts. This position will be critical to accomplishing our mission of ensuring every child has access to the right resources at the right time in order to succeed in school and beyond.

Enough with the bio, tell me exactly what I will be doing....

The Role – Seat might change over time. Your role will never have more than 3 – 5 responsibilities.

- Ensuring the implementation of the District’s vision for student support and onboarding onto the PurpleSENSE ecosystem
- Building proficiency in Salesforce and Tableau – Updating, testing, and maintaining these platforms
- Training & on-going support in finding solutions for districts that transcend PurpleSENSE
- Cultivating & stewarding relationships/ stakeholder engagement
- District Renewals

Profile of Ideal Candidate

- In love with the organization and ready to shout it from the rooftops.
- Lives the ProUnitas values. Trust us, it will be evident if you do not.
- Assertive (not aggressive).
- Ridiculously detail oriented and enthusiastic.
- Loves the challenges of creating a sustainable efficient system in large institutions such as school districts.

- Will take the initiative to be curious, explore new solutions unprompted, and spend the time to solve a problem (think building new reports in Salesforce, visualize the data in a clearer way, help the district with a better way to utilize the data).
- Loves data and analysis – v-look up should excite you
- Great memory and thrives on relationship building
- Goal oriented.

Compensation Philosophy:

ProUnitas bases its compensation on market value (we paid a hefty subscription fee to PayScale, and we use it). We do not care what you made before, and we will never ask. That is just outright wrong. We tend to pay within the 50th – 70th percentile once deemed proficient. Here are the criteria used to calculate your potential salary range: Experience as Client Success, five years of relevant experience in Client Success to be deemed proficient in this role, industry: For-Profit, Software as a service, and job location (Houston).

What is market value? – Market value is your market worth when you are deemed proficient at your job. In this case your seat value is worth 65K.

We believe that if we were to hire someone with no prior years of experience that it would take them on average 3-5 years to become proficient at their job. They can, however, reach proficiency at a much greater pace (We will do our best to get you at proficiency as soon as possible)

You will start below market value as you begin at ProUnitas. As you build towards proficiency at your job, we will pay you at market value and strive to pay more than market value.

Educational attainment: bachelor's degree.

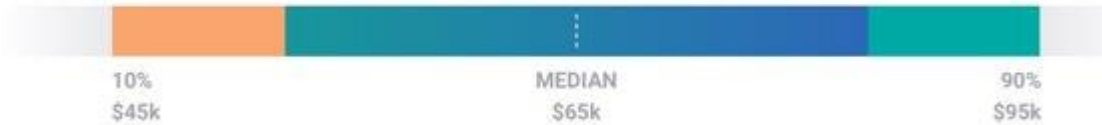
ProUnitas does not offer cost of living adjustments but subscribes to a team-based performance annual raises, see benefits below.

Customer Success Manager Compensation Report

📅 5 years | 📍 Houston

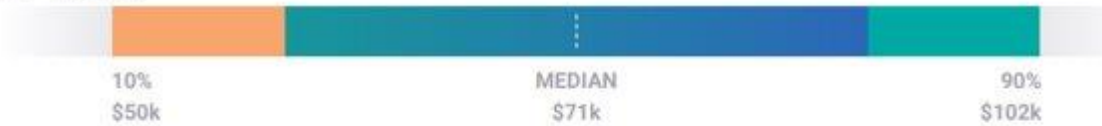
Base Pay at 50th

\$65,472



Total Cash Compensation

\$71,168



Compensation Summary

	10%	25%	50%	75%	90%
Base Pay	\$45,048	\$53,824	\$65,472	\$79,678	\$95,333
Total Cash Compensation	\$49,720	\$58,976	\$71,168	\$85,945	\$102,169

Benefits:

- **401K match – Match 100% of employee contributions up to 3% of their compensation, then 50% matching contribution of next 2% of employee's compensation.**
- **Health, Dental & Vision Insurance.**
- **\$700 Technology stipend.**
- **\$2,500 toward primary residence closing costs.**
- **Unlimited time off**
- **Meet Programs Team goals you get a 3% raise, exceed them, you get a 4% raise.**

Interested in Applying?

If you are certain that you want this job, get this job, and have the capacity to do this job send your resume to awei@prounitas.org. We will be accepting resumes until Oct 31, 2021. We will not ask you to go through a million rounds and solve a problem for us. That is not fair. If we did, we would pay you to do so.