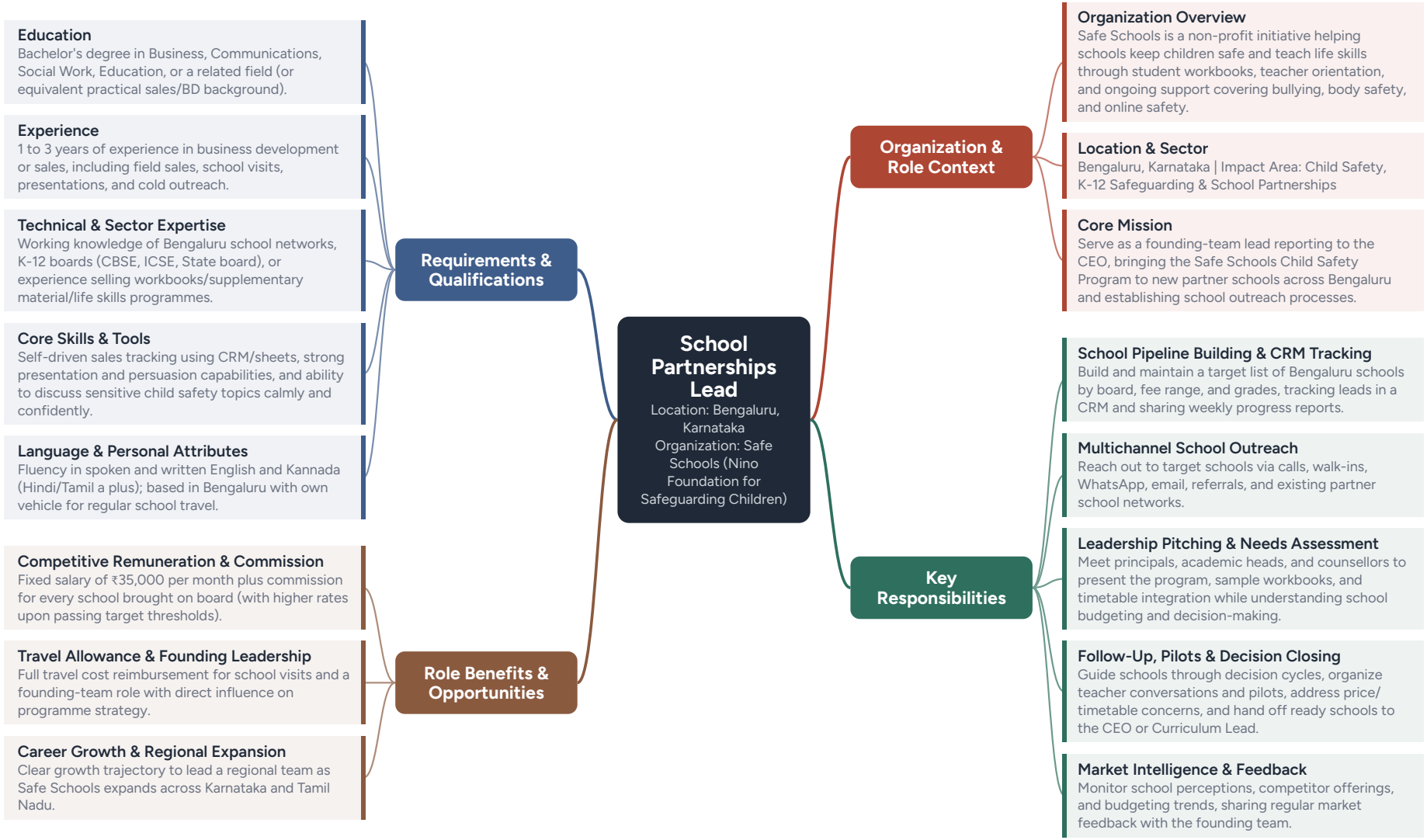
Safe Schools

# School Partnerships Lead in Bengaluru | Safe Schools | ₹4.2 LPA

Bengaluru, Karnataka · full-time · entry level · ₹35,000 /month

Application Assist →

View on aikyamjobs.org



## Skills this role needs

| | | | | |
|---|---|---|---|---|
| School partnerships | Field sales | Business development | Pipeline tracking | Kannada and English communication |

## Job description

### Safe Schools

Safe Schools helps schools keep children safe and teaches them skills for everyday life. Its Child Safety Program gives schools student workbooks, Facilitators' Books for teachers, teacher orientation and ongoing support. The program helps children and teachers talk openly about topics like bullying, body safety and online safety. Safe Schools already works with more than 20 partner schools and plans to grow across Karnataka and Tamil Nadu.

### Role

As School Partnerships Lead, you will bring the Safe Schools Child Safety Program to more schools across Bengaluru. You will be the person principals, coordinators and school management meet first, and you will handle every step with a school, from the first call to the final agreement. This is a founding-team role that reports to the CEO (Chief Executive Officer). You will help shape how schools adopt a child safety program and build the process the team will use as it expands to new regions.

#### Responsibilities

- Build and keep up a list of target schools in Bengaluru, sorted by board, fee range, number of students and grades offered.
- Reach out to schools through calls, walk-ins, WhatsApp, email, referrals, school networks and existing partner schools.
- Track every school in a CRM (customer relationship management) tool or sheet and share a progress report every week.
- Meet principals, academic heads, counsellors and coordinators to present the program, show sample material and explain how it fits into the school timetable and year.
- Learn how each school currently handles child safety and life skills, when it sets its budget and who gives final approval.
- Follow up steadily through long school decision cycles, organise teacher conversations and pilots, and answer concerns about price, timetable space, parent sensitivity and teacher readiness.
- Hand ready schools to the CEO or Curriculum Lead with a full brief, join closing conversations and support onboarding until teacher orientation is scheduled.
- Keep track of how schools think about child safety, what other providers offer and how schools budget, and share regular feedback with the founding team.

#### Requirements

- 1 to 3 years of experience in business development or sales, including field sales such as school visits, presentations and walk-ins.
- Working knowledge of Bengaluru schools and how they choose books and programmes, or the drive to build that network quickly.
- Strong spoken and written English and Kannada, with Hindi and Tamil as a plus.
- Ability to speak calmly and with confidence to school leaders about sensitive topics such as bullying, body safety and online safety.
- Self-driven and organised, able to own a target with little supervision and keep a clear, structured record of every school in the pipeline.
- Experience with CBSE (Central Board of Secondary Education), ICSE (Indian Certificate of Secondary Education) and State board schools, or selling workbooks, supplementary material or life skills and wellbeing programmes, is a plus.
- The role is based in Bengaluru with regular travel to schools, and having your own vehicle is a plus.

### Benefits

- Fixed pay of ₹35,000 per month.
- Commission for every school you bring on board, with a higher rate once you pass a target number of schools.
- Travel costs for school visits paid back as per company policy.
- A founding-team role with a direct say in how the program and its approach to schools grow.
- A clear growth path to lead a regional team as Safe Schools expands across Karnataka and Tamil Nadu.

## Apply

Check your fit for the role and receive the apply link in your mailbox

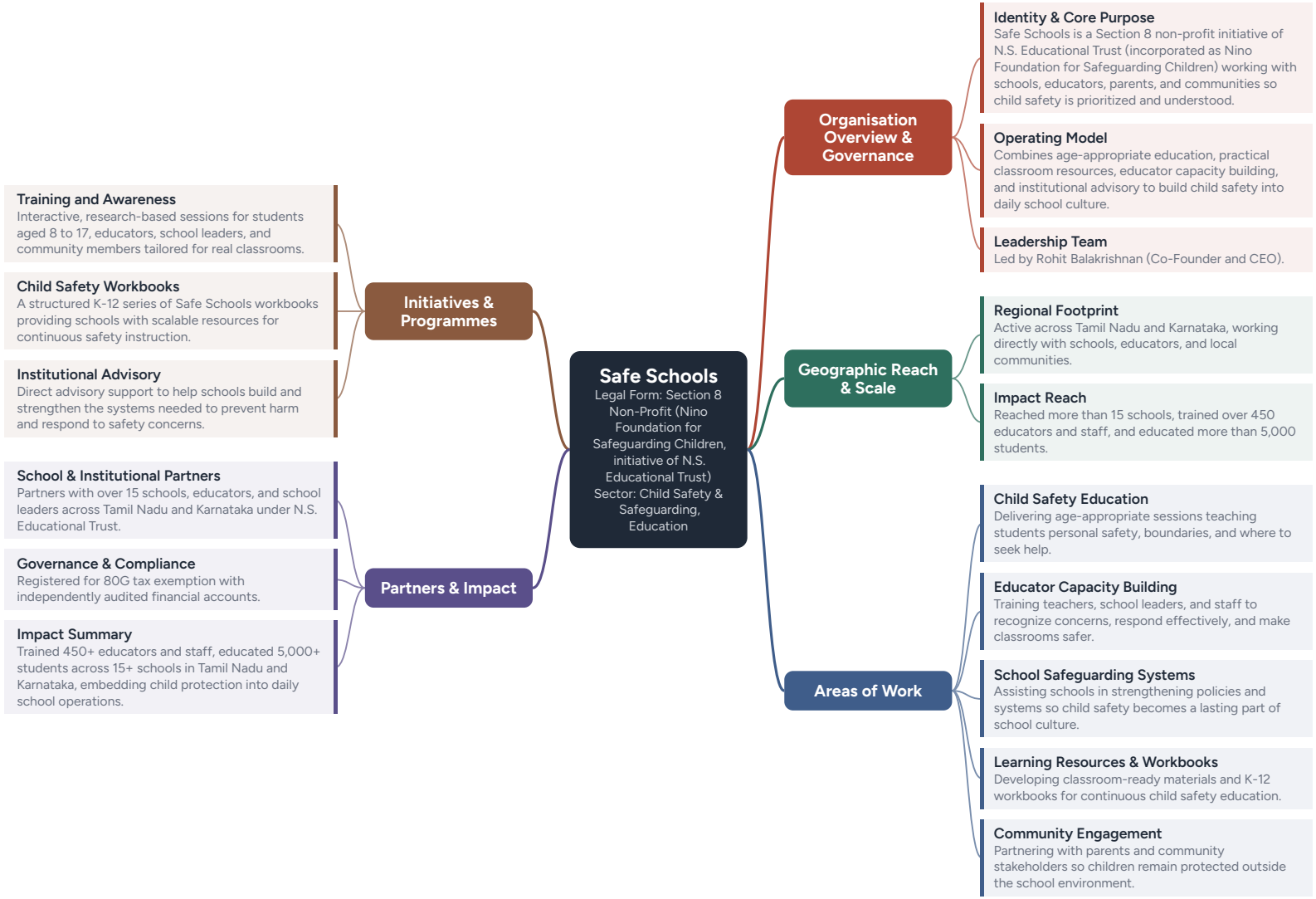
Follow our WhatsApp Channel to get notified about the latest jobs.

About the organisation

# Safe Schools

Child Protection and Education

safeschools.org.in ↗
More on aikyamjobs.org



## About Safe Schools

Safe Schools works with schools to help children grow up safe, informed and empowered. It is a Section 8 non-profit company incorporated as Nino Foundation for Safeguarding Children, and an initiative of N.S. Educational Trust. Its starting point is that children can only learn when they feel safe. It works with schools, educators, parents and communities so that child safety is understood, given priority and built into everyday practice. It does this through age-appropriate education, practical resources and institutional advisory, giving children and adults the knowledge, skills and systems to prevent harm and respond with confidence.

### Major Areas of Work

- Child safety education: Age-appropriate sessions that teach students about personal safety, boundaries and where to get help.
- Educator capacity building: Training teachers, school leaders and staff to recognise concerns, respond well and make classrooms safer.
- School safeguarding systems: Helping schools strengthen their policies and systems so child safety becomes a lasting part of school culture.
- Learning resources: Developing classroom-ready materials so schools can keep teaching child safety on an ongoing basis.
- Community engagement: Working with parents and community stakeholders so that children are protected outside school as well.

### Major Initiatives and Programmes

- Training and Awareness: Interactive, research-based sessions for students aged 8 to 17, educators, school leaders and community stakeholders, designed for real classrooms.
- Child Safety Workbooks: A K-12 series of Safe Schools workbooks that gives schools structured, scalable resources for continuous child safety education.
- Institutional Advisory: Support for schools to build and strengthen the systems they need to prevent harm and respond to child safety concerns.

### Impact

Safe Schools states it has reached more than 15 schools in Tamil Nadu and Karnataka, trained over 450 educators and staff, and reached more than 5,000 students. It is registered for 80G tax exemption and says its accounts are independently audited.

### Leadership

- Rohit Balakrishnan, Co-Founder and CEO

Safe Schools is a small, growing organisation working on a sensitive issue that many schools find hard to address. Staff work directly in classrooms with children, teachers and school leaders, and help design resources such as the K-12 workbook series. The work suits people with a background in education, child protection, psychology or social work who want to see their work change how schools operate day to day. Because the organisation is small, early team members are likely to cover training, content development and school partnerships.

**Interested?** Application Assist → · Full listing: https://aikyamjobs.org/jobs/school-partnerships-lead-in-bengaluru-safe-schools-4-2-lpa