



Impact Growth Specialist

Reports To: Director of Product Strategy & Sales

Status: Full-Time, Hourly, Non-Exempt

[Momentous Institute](#) has been dedicated to strengthening the mental health of children, families, and communities for over a century. Each year, we support more than 5,000 individuals through innovative mental health services, our nationally recognized Momentous School, and professional training for educators, doctoral students, and other professionals who work with children and families. Our evidence-based insights extend the impact of our work well beyond those we directly serve, fostering a world of emotionally thriving people reaching their full potential.

At Momentous Institute, we believe supporting the professionals who teach students, counsel families, and lead teams is essential to building emotionally thriving communities. Our Content Development & Product Strategy and Sales teams advance this work by providing research-backed training, practical mental health tools, and evidence-based programs (including our Changemakers curriculum) that strengthen professional well-being and help embed social-emotional health into daily practice, creating ripple effects that drive lasting, systemic change.

Role: The Impact Growth Specialist at Momentous Institute is a relationship-centered professional who supports the organization's mission to help children develop mental health so they can learn, grow, and thrive. In this role, success includes generating qualified leads and increasing adoption of Momentous Institute products and services in ways that expand our impact, with sustainable revenue growth serving to support and scale our mission.

Responsibilities

- **Cultivate Mission-Aligned Relationships:** Build and sustain trust-based relationships with schools, nonprofits, youth facing organizations, and community partners aligned with Momentous Institute's mission to grow yearly impact and revenue goals.
- **Lead Human-Centered Outreach:** This role focuses on early-stage outreach, relationship-building, and opportunity qualification, with later-stage contracting and negotiations led by senior staff.
- **Represent the Momentous Institute Approach:** Serve as a clear and credible ambassador of Momentous Institute's mission, Whole Child Model, and commitment to children's mental health.
- **Manage and Advance the Partnership Pipeline:** Identify, track, and move partnership opportunities across services and programs from exploration through launch or internal handoff.
- **Maintain Systems and Enable Collaboration:** Keep CRM and pipeline records accurate and timely, and support proposals, presentations, and cross-team coordination.

This position is highly collaborative, organized, and creative. Candidates must be able to communicate with a wide variety of personalities and disciplines. This role is ideal for an early-career professional who is energized by relationship-building, curious about growth and sales in a mission-driven context, and excited to develop skills in outreach, partnership development, and impact-driven revenue generation.

Qualifications:

- Bachelor's degree or equivalent experience in business, psychology, social work, education, public health, or a related field preferred.
- 0–2 years of experience in business development, partnerships, fundraising, community engagement, sales, or related roles (internships and volunteer experience welcome).
- Comfort learning and using CRM systems and basic pipeline reporting tools.
- Exposure to education, mental health, nonprofit, or healthcare environments strongly preferred.

Desired personal qualities:

Integrity, initiative, energy, enthusiasm, flexibility, ability to receive feedback, and a sense of humor.

Physical Demands:

- Occasionally ascending or descending stairs
- Constantly remaining in a stationary position, often standing, or sitting for prolonged periods
- Occasionally adjusting or moving objects up to 15 pounds in all directions
- Occasionally operating motor vehicles
- Occasionally assessing the accuracy, neatness and thoroughness of the work assigned

The ideal candidate will exhibit Momentous Institute's core values:

Respectfulness, Commitment, Humility, Innovation, and Stewardship

Interested:

Applications are currently being accepted, and the position will remain open until filled.

Please send letter of interest and resume to:

Kelly Richmond

krichmond@momentousinstitute.org

Momentous Institute maintains a policy of non-discrimination for all employees and applicants in every facet of the organization's operations. Momentous Institute hires, trains, and promotes all qualified employees without discrimination based on race, color, sex, religion, national origin, age, military status, disability, genetic information, gender identity, or sexual orientation.

All employment offers are contingent upon successful completion of a criminal background investigation, including a check of the National Sex Offender Registry.

Policy Statement

No form of abuse will be tolerated, and confirmed abuse will result in immediate termination. Momentous Institute/ Salesmanship Club of Dallas will fully cooperate with authorities if allegations of abuse are made requiring investigation