



**Courtney Calfee**  
Senior Director, Partner Services (Global)

**Courtney Calfee** is the Senior Director, Partner Services (Global) for Florida Virtual School® (FLVS®). In this role, she oversees the business development, sales, and operations for global FLVS products and services, focusing on sourcing and closing business opportunities to drive revenue for FLVS research and development and marketing as mandated by Florida legislature.

Since beginning her career as a social studies teacher, she has held various positions since joining FLVS in 2006, including curriculum specialist, account manager, and sales manager. She co-authored Conspiracy Code American History, a game-based course which won a 2010 CODiE award for Best Social Studies Instructional Solution.

Mrs. Calfee is a data-driven and results-oriented leader who is passionate about creating, mentoring, and maximizing sales and operations. She lends her expertise as a Digital Learning Annual Conference Advisory Board Member and has served in Leadership Santa Rosa Class 34. She has volunteered as a Guardian ad Litem and was a Make a Wish Foundation wish grantor.

She has a Master of Education and a Bachelor of Arts in History from the University of Florida and has studied abroad at the University of Cambridge.