Vice President- Growth and Development

GPS Education Partners is a non-profit organization that utilizes an innovative education model to build strategic partnerships with education, business, and the community. These partnerships enable us to accelerate students interested in technical careers, by preparing them through a credentialed work-based learning journey and customized solution.

Our team is driven by our mission and the impact we have on the lives of students and their communities. We do not obsess over hierarchy; we collaborate and do the right thing to get the job done. We are not afraid to take risks and innovate.

The Vice President of Growth and Development reports to the President/CEO and is a part of the Executive Team. In this newly created role, the primary objective is to drive annual revenue. Aligning Sales, Marketing and Fundraising as a leader of these areas will be vital to success.

This position will spearhead the development and implementation of the organization's expansion initiatives within a scalable business model. Further, this position will define the vision, strategy, and operations of how the team executes on growth/development initiatives.

Expectations:

● Collaborate with leadership to determine and formulate sales, marketing, and fundraising objectives, policies, and programs designed to achieve the maximum revenue and sustainable operation.
● Analyze existing company products and services compared to competitive offerings relative to price and marketability, and where warranted, recommend and implement changes in sales techniques, design improvement, or other procedures.
  ○ Ensure that new products and services reflect brand values, are differentiated in the marketplace and help realize the organization’s aggressive growth targets.
  ○ Develop and implement plans that position and communicate the organization’s brand, value proposition, and competitive advantage to a variety of targeted audiences.
● Brand strategy development: Create differentiating marketing strategies that drive improved results in market share and revenues.

Skills, Knowledge, and Experience:

● Bachelor’s degree required, preferably in an associated field; MBA preferred
● Prior success in business to business services, professional services, or consulting.
● 10+ years’ experience managing, developing, and leading teams in a way that earns respect and credibility
● Proven ability to creatively apply limited resources and provide problem-solving expertise to achieve maximum results.
● Excellent communication skills and ability to express complex issues and recommendations to a variety of audiences.
● Demonstrate creative thinking and cost-effective solutions to challenges associated with an extremely fluid, rapidly changing and growing business
● Willing and able to "roll up sleeves" and work alongside the team
● Ability to travel 25%+