

Kaplan University- Kaplan University is an institution of higher learning dedicated to providing innovative undergraduate, graduate, and continuing professional education. Our programs foster student learning with opportunities to launch, enhance, or change careers in today's diverse global society. The University is committed to general education, a student-centered service and support approach, and applied scholarship in a practical environment.

Director, Military Commercial Education Solutions

****PLEASE NOTE****

Preference will be given to local candidates as ideal location for this position will be in Fort Lauderdale. However, a remote working arrangement will be considered for the right talent.

Job Description

Position Summary

The Director of Military Commercial Education Solutions is responsible for the development and account management of new or existing education opportunities and partnerships with Military or Veteran friendly companies, and Military or Veteran Service Organizations (MSO or VSO's). They work closely with executive leadership and business leaders to create and establish education programs and tailored academic solutions for military, veteran, public employees, and their families. This role is instrumental in creating education solutions that increase market penetration, student census, and Kaplan brand awareness while meeting the needs of the external constituent. This position requires a high level of creative thinking, data driven decision making, project management skills, knowledge of academic principles and relationship management.

Key Job Responsibilities

- Define and implement client specific business solutions; liaison with military, VSO/MSO, public sector, and/or corporate sector partners to determine their business needs in order to create tailored academic solutions.
- Responsible for account management and channel development of new and existing accounts in the military, public, and commercial sectors.
- Establish and manage account relationships for the University while acting as a strategic catalyst to identify and launch innovative education programs, Veteran support programs, commercial specific initiatives, and operational best practices.
- Build relationships and dialogue with military or government officials, corporate leaders, politicians, and other key stakeholders to identify business development opportunities to promote the University's programs and other Kaplan entities products.
- Work with external constituents to review and design customized educational products that meet their needs while placing Kaplan in position as a strong strategic partner.

- Proactively works with all military student support departments (Academics, Marketing, Admissions, Advising, Student Finance, Student Operations, etc.) to ensure proper communication of account strategies that impact academic or operational support.
- Interact diplomatically with a wide stakeholder base (including, but not limited to: academic leadership, C-level executives, senior military personnel, senior government officials, corporate leaders, VSO/MSO's, regulatory agencies, and operational teams).
- Interpret military related education policy, regulation and guidelines, and apply them to the university setting. Works closely with the military affairs and institution compliance teams to ensure company and regulatory compliance requirements are met.
- Perform continual market, industry, economic, and competitor research and analysis resulting in the creation and continual refinement of short term forecasts, and long-range plans.
- Develop marketing plans in collaboration with the military marketing team resulting in effective product messaging, promotions and publicity, and positive brand awareness for Kaplan.
- Responsible for the development of high quality Requests for Proposals for new or follow-on businesses, the preparation for final proposals and any Q&A responses, and conducting program or channel level feasibility studies.

Minimum Qualifications

- Bachelor's Degree (B.A./B.S) Business Administration, Sales, Marketing, Finance or related.
- 5-7 years related experience.
- Experience with military, government, community college, and corporate education programs.
- Demonstrated evidence of creative solutions to challenging academic scenarios.
- Experience in sales and business development activities.
- Prior experience with account management and business development in the military, government or corporate space.
- Evidence of increase in duties and responsibilities over the length of professional career in the area of business development.
- High degree of proficiency in Microsoft Office Suite.
- Experience using Salesforce or other sales support tools.
- Expert level knowledge of the government space (non-contractual), or Veterans Administration (VA) programs.
- Excellent communication, analytical, problem solving and resolution skills.
- Excellent facilitation and negotiation skills.
- Creative problem solving ability.
- Solid project management skills.
- Strong command of analytics.
- Ability to document decisions made and actions performed.
- Attention to detail.

- Demonstrated ability to communicate with and facilitate collaboration between individuals of diverse skills and backgrounds.
- Ability to interact diplomatically with a wide stakeholder base.
- Ability to interpret military related education policy, regulation and guidelines and apply them to the university setting.
- Ability to influence other professionals to meet performance targets.
- Strong interpersonal, collaboration and relationship building skills required.
- Prior US Military experience of over 8 years as a Non-Commissioned or Commissioned Officer preferred.

Application Instructions: Apply online at www.kaplan.edu/careers