

CELT, Marlborough, MA

EVP for Program Development – Integrity Division

SUMMARY

Established IT Managed Services firm seeks an exceptional and entrepreneurial leader to develop and execute the strategy for a line of business that provides meaningful outsourced IT services and support for school districts and learning organizations. Individual will have extensive experience in the K12 education sector with a thorough understanding of technology systems as well as instructional and administrative systems and their application in education. The Individual will focus on growing the business by developing new services/business partners, improving operational efficiency, managing the revenue stream, ensuring customer satisfaction, and overseeing cost-effective management of resources.

RESPONSIBILITIES

1. Oversee the development and delivery of IT services and programs to customers.
2. Plan, develop, and implement strategies for generating new revenue and clients.
3. Identify and secure new business partners based on new technologies and emerging trends.
4. Roll-out new services and programs to existing customers and oversee marketing/sales strategy for qualified prospects and new leads.
5. Oversee all phases of customer support from initial solution design to procurement, setup and deployment.
6. Manage relationships with customers, employees, vendors and contractors.
7. Ensure fiscal stability and ongoing growth by managing cash flow, profit margins, pricing structures, etc.
8. Review sales activity reports and financial statements to determine progress and status in attaining objectives and revise objectives and plans in accordance with current conditions.
9. Evaluate performance of existing for adherence with established policies and objectives of the company and contributions in attaining objectives.
10. Represent the company at business events and conferences.
11. Present Sales and Business Development Status Reports.

EXPERIENCE and SKILLS

- Relevant Bachelor's or Master's Degree (Education, Technical, etc.)
- Professional experience in K12 education
- Five years experience in a leadership role
- Entrepreneurial Management
- Working in Channel Partner Development
- Growing and support a Sales Management

- Experience with the management of outsourced resources
- Proven analytical skills and problem solving ability
- Ability to motivate teams and simultaneously manage several projects
- Excellent written and oral communication skills
- Demonstrated time management and prioritization skills
- Strong interpersonal skills
- Ability to adapt to a fast-paced, ever-changing environment
- Experience growing and managing a technical team of 3-4 people

COMPENSATION

- Competitive Salary
- Bonus Plan
- Salary History Required

CONTACT

For consideration, please send your resume, cover letter and salary history to jobs@celtcorp.com.

#