



Director – Postsecondary Attainment

At Education Strategy Group (ESG), we aim to open doors to economic opportunity for all individuals. We support communities, states, national organizations, and foundations committed to dramatically improving the capacity and performance of the U.S. education system to prepare youth and adults for success in a rapidly changing economy. Our staff bring deep experience leading policy development, advocacy, and implementation in the K-12, postsecondary, and workforce sectors. We offer a flexible work environment to stay engaged with education leaders nationally and to enable our staff to work where they have built their lives.

Position

The Director is responsible for leading ESG's portfolio of work addressing higher education. This includes supporting national organizations, states, systems and institutions focused on increasing postsecondary outcomes and attainment. It also involves strengthening the alignment of postsecondary programs with the needs of employers, with the goal of connecting students to workforce opportunities and increasing the relevance and impact of postsecondary institutions in their broader communities. The Director is expected to be a national expert in the space and to play a visible external leadership role for the firm. The Director reports to the ESG President and serves as a member of the firm's leadership team. S/he will partner with staff within and across ESG's portfolios to ensure alignment and achieve impact.

Duties and Responsibilities

The Director's primary responsibilities include:

- *Setting the vision for the firm's work to improve the postsecondary outcomes of youth and adults.* This includes understanding trends in the field, engaging industry experts and leaders, and mapping ESG's strategy for achieving maximum impact.
- *Leading business development for the portfolio.* This includes setting growth goals, expanding client and funder relationships, and growing the portfolio of work over time.
- *Managing a team to successfully implement current and future initiatives.* This includes recruiting new talent, managing staff and consultants, and ensuring high quality delivery of work.
- *Maintaining strong client and partner relationships.* This includes expanding the pool of organizations ESG works with formally and informally and ensuring the firm's reputation remains strong in the field.
- *Providing significant visibility for the firm externally.* This includes frequent public speaking opportunities, being active on social media, authoring blogs and publications, and representing the firm at key events.

Qualifications

The ideal candidate will have the following:

- Significant leadership experience in a national organization, state agency/system or institution with a track record of improving postsecondary outcomes.
- Strong networks and relationships within the higher education space nationally, including those that work with both 2- and 4-year institutions.
- Deep issue expertise and hands-on experience in strategies for increasing postsecondary attainment and supporting student success, with a particular eye toward closing equity gaps.
- Experience working with employers to align postsecondary programs with workforce needs.
- Demonstrated ability to work with policymakers to build understanding and support for postsecondary success strategies, and a honed understanding of what it takes to move ambitious agendas within the higher education space.

- Extensive experience building and leading complex initiatives, including organizing and managing teams, developing and leveraging partnerships, and ensuring timely, high quality deliverables.
- Exceptional communication and facilitation skills.
- Demonstrated ability to recruit and develop talent.
- Significant business development/fundraising experience.
- Experience and/or comfort working in a virtual environment.
- Mission-driven, impact-oriented, collaborative leadership style.

Compensation and Benefits

- Competitive compensation commensurate with experience.
- Comprehensive health insurance, flex spending, and retirement plan.
- Generous vacation and holidays.

Location

Education Strategy Group's home base is in Washington, DC, and we have staff located in cities across the country. Our flexible work environment enables our professionals to live and work in locations where they can be most productive—both professionally and personally.

How to Apply

Please submit your current resume and cover letter discussing your experience pertinent to the position to Claire Singer, Assistant to the President: csinger@edstrategy.org. For more information about Education Strategy Group, visit www.edstrategy.org.

ESG is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.