

Executive Director, RIT Certified

Rochester Institute of Technology (RIT), a privately endowed, coeducational university and a national leader in professional and career-oriented education, seeks a dynamic and entrepreneurial leader as the next Executive Director of RIT Certified.

The Position: The Executive Director of RIT Certified is the primary executive with responsibility for the overall financial and operational performance of RIT Certified. Reporting to the [Provost and Senior Vice President for Academic Affairs](#), and working closely with senior university leaders, the Executive Director leads and manages the Certified team in developing and marketing competency-based programs and growing revenue to scale.

Responsibilities include ensuring optimal performance of the RIT Certified team, including operation and financial success, solution generation, and a focus on learner satisfaction; being resourceful and efficient with institutional resources to achieve annual goals; inspiring innovation and confidence in the RIT Certified department and its work; identifying large scale market opportunities and aligning RIT Certified capacities to those opportunities; and driving a culture of continuous improvement.

Key Responsibilities

- Identify and develop new business opportunities in the workforce development sector.
- Build and maintain strong relationships with clients, partners, and stakeholders.
- Develop and implement strategic plans to achieve business growth and revenue targets.
- Conduct market research and analysis to identify trends and opportunities.
- Collaborate with colleges to develop and deliver customized solutions for clients.
- Prepare and present proposals, reports, and presentations to clients and senior management.
- Monitor and evaluate the effectiveness of business development strategies and initiatives.
- Stay current with industry trends, regulations, and best practices.

RIT Certified: RIT Certified is a leader in forging strategic partnerships with industry and government to identify workforce gaps, emerging skills, and hiring trends, and enhancing workforce development through contemporary solutions. Capitalizing on innovation, and with a deep understanding of their audience, RIT Certified builds programs and courses that are driven by learner-centered experiences and are informed by intense industry validation to deliver high levels of professional success for learners. Through the mission to promote job and economic mobility and sustainability for individuals from all sectors of the workforce across the globe, RIT Certified is committed to fostering growth and creating opportunities for individuals and organizations alike.

RIT Certified's diversified program portfolio is designed to meet the demand of two types of learners: those who are not in the market for a degree, and are seeking short-term professional credentials, training, and development; and nontraditional students who are seeking alternate pathways to earning a degree. RIT Certified's portfolio and instructional approaches are shaped by audience demand and include blended, online, or in-person.

The University: Founded in 1829, Rochester Institute of Technology is a diverse and collaborative community of engaged, socially conscious, and intellectually curious minds. Through creativity, innovation, and an intentional blending of technology, the arts, and design, RIT provides exceptional individuals with a wide range of academic opportunities, including a leading research program and an internationally recognized education for deaf and hard-of-hearing students. Beyond the main campus in Rochester, New York, the RIT Global campuses (located in China, two in Croatia, Dubai, and Kosovo) as well as RIT International partnerships provide opportunities to engage in experiences that broaden understandings of languages, cultures, global social issues, and international relations and allow students to immerse in the cultures, languages, and social issues of other nations. With more than 20,000 students and more than 150,000 graduates from all 50 states and over 100 nations, RIT influences progress in industries and communities around the world.

RIT Today: Today, RIT is one of the world's leading innovative institutions—a vibrant, connected community that is home to diverse, ambitious, creative students, and faculty from around the world. RIT attracts top-flight research-active faculty who are passionate about their teaching mission. Over the past decade, the University has invested significant capital to improve its education, research, and technology infrastructure. RIT moved into the “National Universities” category of U.S. News & World Report rankings in 2016, due to its growing research portfolio, and now ranks number 98. The University is also among the top 50 choices of high school counselors, according to U.S. News. The 10th largest private university in the nation in terms of full-time undergraduate enrollment, RIT counts more than 150,000 alumni around the world. To view more of RIT's rankings and recognition, visit www.rit.edu/overview/rankings-and-recognition.

As of Fall 2024, the University enrolled 21,316 full- and part-time students (18,140 undergraduate and 3,176 graduate students) who represent 50 states and over 100 nations. More than 5,000 students from diverse racial and ethnic backgrounds are enrolled on the main campus along with nearly 1,900 international students. An additional 4,150 students are enrolled at RIT's five international campuses.

Through the National Technical Institute for the Deaf (NTID)—one of nine colleges and two degree-granting units on campus—RIT has achieved international prominence as a leader in preparing deaf and hard-of-hearing students for successful careers in professional and technical fields. NTID was created by federal law in 1965 under President Johnson, and RIT was selected as its sponsoring institution in 1966. The University provides unparalleled access and support services for the more than 900 deaf and hard-of-hearing students who live, study, and work with hearing students on the RIT campus. RIT is well known for its commitment to undergraduate students and, increasingly, for offering a broad range of

innovative graduate programs that combine theoretical and practical applications and align with demonstrated needs in the marketplace.

RIT has steadily grown its doctoral programs; in 2016, the Carnegie Classification of Institutions of Higher Education reclassified the University from “Masters – Comprehensive” to “Doctoral University – Moderate Research Activity.” In May 2023, RIT awarded 66 doctoral degrees. It offers 12 Ph.D. programs and currently enrolls more than 500 Ph.D. students. To find out more about Rochester Institute of Technology please visit www.rit.edu.

Qualifications: The University seeks a dynamic business development executive with a proven track record in managing profit-driven enterprises with extensive experience in leading businesses toward profitability and sustainability. The successful candidate will have an entrepreneurial mindset and will be adept at identifying and addressing the needs of individuals and organizations. They must have a demonstrated ability to lead individuals and organizations effectively through periods of change. The next Executive Director will bring evidence of leading educational organizations through agile program development and expedient program removal based on demand. Workforce development experience is preferred. They will bring strong financial acumen with the ability to own and manage profit and loss performance. The ideal candidate will also have the ability to anticipate and project future market opportunities related to workforce development. They must have excellent communication, negotiation, and presentation skills. Additionally, they should have strong analytical and problem-solving skills. A Bachelor’s degree is required, and a Master’s degree is preferred.

Location: Situated between Lake Ontario and the Finger Lakes, Rochester is the third largest metropolitan area in New York. As of 2021, the region’s metropolitan statistical area had a population of 1.09 million. The region is rich in cultural and ethnic diversity (16 percent African and Latin American and seven percent of international origin) and is known for its intellectual capital and innovation. Scientific Reports named Rochester 18th among “the world’s leading science cities,” and the New Republic reports Rochester as one of the most innovation-intensive metro areas in the country. Atlantic Magazine listed Rochester as one of 35 innovation hubs in the country, based on start-up companies, patents, and entrepreneurs per capita. Rochester is a five-hour drive to New York City and a three-hour drive to Toronto and its airport includes non-stop flights to 18 cities in the U.S.

The region has an exceptional quality of life, with cultural amenities and recreational activities; affordable healthcare and cost of living; excellent schools; and the arts, culture, sports, and nightlife of a big city with the ease and comfort of a small town. Rochester is one of the least-congested cities in the U.S., with an average commute of under 20 minutes. The region has been ranked 6th among 379 metro areas by Places Rated Almanac as one of the “Best Places to Live in America” and 1st by Expansion Management Magazine’s ranking of metro areas having the best quality of life in the nation.

The Rochester region is home to 19 colleges and universities, enrolling more than 83,000 students. Rochester is one of the most productive regions in the country, ranking third in college degrees per capita

and first for degrees in STEM fields, according to the latest U.S. Department of Education reports. For more about Rochester, visit www.visitrochester.com.

Salary: Based on competitive market information, a base salary for this position is anticipated to be in the range of \$180,000 to \$200,000, supplemented by a bonus opportunity and a comprehensive and competitive benefits package. Compensation for the successful candidate will be commensurate with experience, education, market, and organizational considerations.

Application: Interested candidates should submit application materials through RIT's job portal at https://sjobs.brassring.com/TGnewUI/Search/Home/Home?partnerid=25483&siteid=5289#jobDetails=1576980_5289. For a confidential discussion about this opportunity or to make a nomination, please email Amanda O'Donnell, Vice President and Senior Consultant, or Dana John Cohick, President, at RITExecutiveDirector@rpainc.org. Review of candidates will begin on November 8, 2024.

In compliance with NYS's Pay Transparency Act, the salary range for this position is listed above. Rochester Institute of Technology considers factors such as (but not limited to) scope and responsibilities of the position, candidate's work experience, education/training, key skills, internal peer equity, as well as market and organizational considerations when extending an offer. The hiring process for this position may require a criminal background check and/or motor vehicle records check. Any verbal or written offer made is contingent on satisfactory results, as determined by Human Resources. RIT does not discriminate. RIT promotes and values diversity, pluralism and inclusion in the workplace. RIT provides equal opportunity to all qualified individuals and does not discriminate on the basis of race, color, creed, age, marital status, sex, gender, religion, sexual orientation, gender identity, gender expression, national origin, veteran status or disability in its hiring, admissions, educational programs and activities. RIT provides reasonable accommodations to applicants with disabilities under the Rehabilitation Act, the Americans with Disabilities Act, the New York Human Rights Law, or similar applicable law. If you need reasonable accommodation for any part of the application and hiring process, please contact RPA Inc at RITUniversityLibrarian@rpainc.org. Determinations on requests for reasonable accommodation will be made on a case-by-case basis.



www.rpainc.org