



Education System



## POSITION PROFILE

Vice President of International  
Recruitment and Partner Relations  
September 2021



# THE COMMUNITY SOLUTION EDUCATION SYSTEM

The Community Solution Education System (TCS Education System or TCS) is an integrated, nonprofit system that works collaboratively to advance institutional sustainability, student success, and community impact. Founded in 2009, TCS fosters strategic partnerships that emphasize economies of scale, independent academic governance, and innovative business solutions in order to maximize the educational experience of students.

TCS Education System is made up of six distinct communities:

- The Chicago School of Professional Psychology
- Pacific Oaks College and Children's School
- The Colleges of Law
- Saybrook University
- Kansas Health Science Center
- System Office

Each college and university community maintains its own brand, mission and vision, Board of Trustees, independent accreditation, and organizational structure. The System Office supports the operations and strategic goals of each college and university community. And while each community contributes uniquely to the overall success of the System, they all operate as one in meeting the needs of students, producing change agents, and serving our global community.

TCS Education System maintains an efficient and mindful balance of the academic community's collective goals and each partner's independent voice. Today, five colleges are counted among its ranks and the System fulfills the aspirations of more than 11,000 students across 12 separate campus locations and online. Leveraging a shared vision, scale, and cross-college collaboration, this student-centered system remains a leader in the successful application of this innovative model, and its colleges have prospered in an environment marked by unprecedented challenges. With this in mind, TCS continues to build even more efficient practices and processes, and anticipates that more like-minded institutions offering education grounded in social justice will join its ranks and further expand its reach. To learn more: [www.tcsedsystem.edu](http://www.tcsedsystem.edu)

## *TCS System Office Areas of Expertise*

Through collaboration and economies of scale provided at the TCS System Office, TCS Education System colleges and universities are able to reduce administrative costs while transforming the academic experience they offer their students. This cross-college cooperation is what TCS calls **The Community Solution**. TCS System Office offers the following expertise and professional services to its community of colleges and universities:

- |                                     |                                 |
|-------------------------------------|---------------------------------|
| • Academic Support                  | • Information Technology        |
| • Global & Community Engagement     | • Legal, Regulatory, Compliance |
| • Admissions Operations & Reporting | • Marketing & Communications    |
| • Enrollment Services               | • Administration Support        |
| • Finance Human Resources           | • Student Finance               |





## *Horizon 2025 Strategic Action Plan*

*“TCS Education System is a Premier Force in Higher Education renowned for its community of colleges, faculty, students, and employees and for its standing with accrediting and regulatory bodies, higher education experts, and the communities it serves. Horizon 2025 continues our commitment and passion for our mission of preparing innovative, engaged, purposeful agents of change who serve our global community. We always strive to evolve to meet the needs of tomorrow. We learn from our past and commit to the future, never resting on our laurels. We are many communities, locations, students, alumni, faculty, staff, trustees, and partners working every day to advance student success and impact communities.”*

To read more about Horizon 2025 click [HERE](#).

## *Education Beyond Borders*

With International Liaison Offices and service-learning initiatives around the world, TCS Education System is committed to preparing agents of change to serve a global community. Priorities are anchored by the following five pillars: Academic Partnerships, International Education, Faculty Exchanges, International Community Service, and International Students.

Benefits of an international strategy for all TCS colleges and universities include:

- Attracting students and faculty from a candidate pool that is no longer limited by geographic boundaries.
- Elevating the prestige of fellow colleges in a global market.
- Study abroad and service-learning experiences that extend beyond traditional classroom training.
- Opportunities for faculty and students to make a lasting impact through humanitarian projects such as *Teach with Africa* and *Global HOPE (Healing Opportunities through Purposeful Engagement)* in Rwanda.



# THE OPPORTUNITY

## **Vice President of International Recruitment and Partner Relations**

The Vice President of International Recruitment and Partner Relations (VP) is responsible for providing leadership, oversight, and strategic vision to advance and strengthen international awareness, recruitment, partnerships, and international operations across all the colleges and universities of TCS Education System. The VP will be responsible for identifying opportunities for international enrollment growth, partnership development, academic collaborations, faculty, and student exchanges as well as overseas operations.

The Office of International Recruitment and Partner Relations is comprised of international student recruitment, partnerships, and services. The VP will lead the organization in identifying, securing, and maintaining international academic relationships and partnerships that enhance a thriving international student population. The VP will report to TCS Education System's Chief Operating Officer and will develop and maintain collaborative working relationships with each college's leadership team to further their mission, goals, and strategies. Additionally, the Office of International Recruitment and Partner Relations will be the System's representative internationally to identify and develop new opportunities, provide central support for international activities, and advise on data and best practices.

### *Position responsibilities include, but are not limited to:*

- Set the strategy for expansion and growth of international student populations with partnership development.
- Coordinate with marketing to develop branding and outreach plans.
- Plan and conduct recruitment travel overseas.
- Identify and pursue relationships with potential international partners.
- Evaluate the merits, risks, and operational feasibility of international opportunities.
- Undertake negotiations for global partnerships and agreements.
- Develop policies and procedures for international initiatives.
- Develop the systems and processes to allow for international faculty and student exchange programs at TCS campuses.
- Ensure system compliance with all relevant regulatory requirements related to international students, faculty, and employees.
- Collaborate with academic leadership representatives and staff on the design and implementation of international projects.
- Conduct outreach and maintain institutional relationships with international universities, government agencies, institutes, and other foreign entities.
- Produce informational materials for international students, their families, and the public.
- Manage the international liaison cadre based in South Africa, Germany, and Mexico.
- Manage and expand active agents representing the System's colleges and universities.
- Create and oversee the budget for the office of International Recruitment and Partner Relations.

### *Position Requirements:*

- Expertise in international activities including international partnership development, international recruitment and retention, global mobility, and strategic planning.
- Knowledge of international business, government, regulatory climates, diplomatic practices, and cultural variations.
- Ability to negotiate and manage complex contracts and develop and maintain partnership agreements on a local, provincial, national, and international level.
- Knowledge of academic programming available to domestic and international students.
- Ability to travel internationally and domestically.



- Knowledge of current and developing issues and trends in the international higher education sector.
- Advanced verbal and written communication skills including ability to work through translators.
- Strong interpersonal skills and the ability to work effectively across a wide range of constituencies in diverse communities.
- Professional demeanor, diplomatic style, yet objective and goal-oriented in approach.
- Ability to address complex issues with solid recommendations.

### *Qualifications:*

- Master's degree. An equivalent combination of education and experience will be considered.
- International travel experience.
- 10 years or more of professional experience in international higher education.

TCS Education System offers a generous compensation and benefits package, as well as the opportunity to work for a leader in the field of education. Some of its key benefits include generous paid time-off, medical and dental coverage, company-paid life and disability insurance, retirement plan with employer contribution, multiple flexible spending accounts (FSA), tuition reimbursement, professional development, and regular employee appreciation events.

## PROCEDURE FOR CANDIDACY

Confidential review of applications will begin immediately and continue until the position is filled; parties who apply by **October 25** will be given first consideration. Please submit your CV/resume and cover letter outlining your interest in and suitability for this position. To apply online, go to: <https://theapplicantmanager.com/jobs?pos=su261>

### ***For more information or to offer recommendations or nominations:***

#### **Caitlin Hummel**

Senior Consultant

Summit Search Solutions, Inc.

Direct: 585-880-7550

[chummel@summitsearchsolutions.com](mailto:chummel@summitsearchsolutions.com)

#### **Laura Woodworth-Ney, PhD**

Senior Consultant

Summit Search Solutions, Inc.

Direct: 208-589-8896

[lwoodworthney@summitsearchsolutions.com](mailto:lwoodworthney@summitsearchsolutions.com)

TCS Education System is an Equal Opportunity Employer.



[Summit Search Solutions, Inc.](#) is a boutique executive search firm dedicated to serving the education and nonprofit sectors nationwide. Based in Asheville, NC, Summit has a team of experienced recruiting consultants in strategic locations across the country including California, Colorado, Delaware, Kansas, New York, and North Carolina.



## SOUTHERN CALIFORNIA

The Vice President for International Recruitment and Partner Relations will be based at one of the TCS Education System college or office locations in Southern California: San Diego, Los Angeles, Pasadena or Anaheim.

Few places in the world can match the character and culture of Southern California. Visitors and residents alike find world-class entertainment, professional sports teams, award-winning museums and cultural centers, expansive beaches, national parks, striking architecture, beautiful weather and limitless options for dining, shopping and outdoor recreation. Southern California residents can access ski areas and beaches, museums and shopping, fine dining and festivals, theme parks and the symphony all in the same weekend. To learn more about Southern California and San Diego, Los Angeles, Pasadena, and Anaheim, visit:



**San Diego:**

*San Diego Chamber of Commerce:* <https://sdchamber.org/>



**Anaheim:**

*Visit Anaheim:* <https://www.visitanaheim.org/>



**Pasadena:**

*City of Pasadena:* <https://www.cityofpasadena.net/>



**Los Angeles:**

*LA County:* <https://www.lacounty.gov/>

*Los Angeles Times Arts & Culture:* [click here](#)