



The Manitoba Institute of Trades and Technology (MITT) offers post-secondary certificates and diplomas alongside comprehensive, integrated secondary programming, all directly linked to current labour market needs. MITT gives students a competitive edge by providing the latest technology and training for careers in the areas of Health Care and Human Services, Information and Business Technology, and Skilled Trades.

Associate Vice-President, Business Development & Strategic Initiatives

Reporting to the President, the Associate Vice-President, Business Development & Strategic Initiatives (AVP) plays an integral role in carrying out major business development initiatives and is responsible for substantial revenue generation of \$12 million annually as well as approximately \$1.5 million in growth over the next three years. The AVP is accountable for providing leadership, management and supervision for overall institutional recruitment, international recruitment, agent management, community programs (Adult Learning Centres and language programs), outreach and grant revenue strategies, and sales relationships with corporate partners.

As a member of the Executive Council and the MITT Senior Leadership Team (MSLT), the AVP provides strategic advice and makes recommendations to the President and the Governing Board concerning the Institute's activities and plans, specifically as it relates to broadening and deepening collaboration with corporate partners and national and community foundations, and the pursuit of substantial annual revenue goals through recruitment, partnerships, sponsorships, grants and other engagement opportunities.

Responsibilities include but are not limited to:

- Identify growth opportunities and execute appropriate strategies that are in line with the Institute's strategic, academic and strategic enrolment management plans.
- Develop domestic, Indigenous, and international recruitment plans and execute these plans through a combination of internal and contracted resources.
- In cooperation with finance, evaluate the economic feasibility of revenue generating programs and make program sustainability, growth, and contraction recommendations to executive.
- Develop, foster, and promote new opportunities for partnerships with public and private sector entities (both international and domestic).
- Provide leadership and guidance for recruitment and retention of students; actively recruit for the Institute and work to promote retention and student success.
- Provide leadership and planning in support of MITT's strategic relationships with the Manitoba business community in cooperation with other executives. In particular, the AVP will support MITT's efforts to increase direct sales to local industry of customized workplace based training opportunities.
- Provide leadership for establishing multi-year tactical and annual operational plans designed to implement the strategic and academic goals of the Institute; oversee the planning, design, development and delivery of Institute wide programs and services that align to the goals of the Institute.
- Ensure funded programs are managed according to agreements. Work to consistently enhance partnerships and relationships with funders.
- Take the lead on developing new funding relationships that align with MITT's strategic, academic and SEM plans.
- Support MITT's commitment to reconciliation and Indigenous inclusion.

Required Qualifications and Experience:

- 7 to 10 years of related work experience, including at least 5 years of diversified senior management experience in business development for the education sector; International education business development experience would be an asset.
- Post-secondary level studies in a relevant field (graduate level preferred in marketing, business, and/or education).
- Exceptional communication skills.
- Significant experience and successful results in student recruitment and business development.
- Demonstrated knowledge of and experience in strategic enrolment management and recruitment.
- Experience in management and budget administration.
- A demonstrated understanding and appreciation of Indigenous community, culture and education.
- A demonstrated commitment to the principles of inclusion and access.
- Fluency in a language other than English is considered an asset.
- Experience in administrative work including usage of various technology tools.

To apply in confidence, submit a cover letter and a detailed resume to Human Resources at HR@mitt.ca Quote **2017-033** in the email subject line.

Application deadline: March 19, 2018 at 8:30 am

We are growing, come grow with us.

MITT offers a challenging, team-oriented work environment, competitive income and benefits, and opportunities for professional and personal growth and development.

MITT is committed to an employment equity practice that achieves a workforce reflective of the community at large. Applicants are encouraged to self-declare.

This position requires the successful completion of a Criminal Record check including vulnerable sector.

We thank all applicants for their interest. Please note that only those applicants selected for an interview will be contacted.