



Associate Vice President for Customized and Faculty Led Programs

The Institute for the International Education of Students (IES) invites applications and nominations for the position of Associate Vice President (AVP) for Customized and Faculty Led Programs. Reporting to the Executive Vice President of Academic Programs & Provost for Customized Programs (CP), the AVP has strategic direction, management, and performance of the Customized Programs Unit of IES Abroad.

IES Abroad represents a consortium of more than 235 U.S. colleges and universities. As a not-for-profit 501(c)(3) organization, IES Abroad has an all-volunteer Board of Directors and an extensive academic governance system that includes 5 committees featuring democratic representation from the IES Abroad consortium. Additionally, IES Abroad is overseen by 14+ extra-governmental organizations in specific countries where IES Abroad programs exist. Since its founding in 1950, over 150,000 students have participated in IES Abroad international study abroad programs. IES Abroad operates 140+ programs in more than 85 locations in Europe, Africa, Asia, South America, Australia, the United States and New Zealand. With 10,000+ students enrolled in IES Abroad programs each year, IES Abroad is among the largest study abroad providers in the United States, and an innovative leader in the study abroad field. Over the past decade, IES Abroad broadened its mission and programming by launching a division dedicated to internship programming, as well as serving international students through the Study Abroad Foundation.

The AVP must facilitate cultivation of customers for CP programs, including generating new programs and manage existing ones. They will work very closely with various external and internal constituents to design and execute excellent, academically meaningful, and experientially rewarding faculty-led and customized programs. Program development and design includes researching and anticipating customer needs, marketing ideas to potential customers, determining the institution's capacity and capabilities, determine partnership opportunities, submitting proposals with pricing to the client, administering all necessary communication, documentation, budget management and other aspects of Customized Programs and ensuring program success.

In addition, the AVP will develop an effective dynamic sales team that will expand the organization's relationships and networks on College and University campuses by identifying

schools, departments and faculty that will be potential clients for customized programs; assessing the needs of school clients; working with deans in developing top quality academic programs that meet the school's needs and simultaneously upholding the academic mission of IES Abroad; work with Center staff to implement and administer each program; focusing on client satisfaction and retention. The AVP has responsibility for generating adequate revenue from Customized programming, which is a growing segment of the IES portfolio.

A graduate degree is required along with extensive experience in managing a department actively involved in sales/marketing related or in the development of international programs.

Please send all nominations, inquiries, and expressions of interest, in confidence and electronically, to:



Susan VanGilder, Managing Director
Beth McCarthy, Senior Associate
Storbeck Search

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IES Abroad is an equal opportunity employer and encourages applications from all qualified candidates. We strive to treat people with respect; fully utilizing employee's abilities and promoting workforce diversity.

We are committed to a policy of equal opportunity and do not discriminate on the basis of race, color, religion, sex (including pregnancy), disability, age, national origin, citizenship, gender, gender expression, gender identity, sexual orientation or genetic information or veteran status and/or any other status protected by applicable laws.