



Job Title:
Vice President of Corporate Work Study

EEO-1: 11-1011 – Exec./Senior Officers & Managers
EEO-1: 0010 – Officers and Managers

Work Location: 1133 Clifton Hills Avenue, Cincinnati, OH 45220
Division/Department: 2100 - Admin

Reports to: President/CEO

Full-time X
Part-time

Exempt X
Non –exempt

Hourly
Salary X
Contractor

10 Month
12 Month X
Contractor

DePaul Cristo Rey High School Summary:

DePaul Cristo Rey High School is a member of the Cristo Rey Network, a national association of high schools (39) that provide a quality, Catholic, college preparatory education to students from families with limited financial resources. Our ultimate goal is that our students will graduate from college and become professionals for others, transforming the world for the good of their families and society. The mission of DePaul Cristo Rey High School is to prepare and guide students to become high school and college graduates who flourish.

DPCR students are employed by the affiliated DePaul Cristo Rey High School Corporate Work Study Program, Inc. (CWSP) The CWSP is a subsidiary employment agency which trains students for entry-level employment and markets their services to local clients, enabling all students to earn most of the cost of their education through a job-sharing partnership with their classmates. CWSP participation is a critical component of every Cristo Rey students' education, a connection that is made explicit through curricular complements that bridge students' corporate and classroom experiences. Through the Corporate Work Study Program, DePaul Cristo Rey High School students provide valued service to some of the most prestigious institutions in the Greater Cincinnati area, where they also find mentors and forge professional pathways to their future success.

Knowledge and Skills:

- **Business Acumen:** applies general knowledge of business principles to decision making.
- **Organizational Awareness:** Understands mission, values, operations, structure, and goals of the Cristo Rey Network, DePaul Cristo Rey High School and the Corporate Work Study Program.
- **Use Salesforce** to organize and analyze sales and Partner-related data.
- **Knowledge and ability to develop,** short and long term strategic goals and objectives, defining performance metrics, conducting evaluative tracking, monitoring progress, and reporting on results.
- **Critical Thinking:** Uses logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches.
- **New Partner Development:** Manage the sales cycle with new and current CWSP Partner prospects by building a robust pipeline; leading the identification of new prospects; securing face-to-face meetings; selling the program by communicating the mission/business case; answering questions and overcoming objections; and ultimately closing and signing contracts or funding agreements.
- **Relationship Management:** Maintains positive and productive working relationships with external and internal clients and customers. Retain current work placements and CWSP Partners.
- **Teamwork:** Engage Board members, President, Vice President of Advancement in securing and retaining top CWSP Partners. Report at meetings of the CWSP Board. Engage Board contacts to identify new CWSP prospects and CWSP-related revenue sources. Promotes and facilitates coordination and cooperation among peers.
- **Work with President/CEO** to expand partnerships with corporations, foundations, governmental agencies, and other organizations in order to diversify and leverage resources and fundraising.

Abilities:

- Communication: Effectively transfers information and expresses ideas to individuals or groups in oral and written form.
- Critical Execution: Lead CWSP revenue growth to generate a prescribed percentage of the school's annual operating revenue. Increase the number of work placements and sponsored job opportunities to ensure students are placed in revenue generating work placements.
- Cross-cultural Agility: Ability to successfully work with people of different cultures and backgrounds. Alignment with the Jesuit Catholic education and DePaul Cristo Rey High School's mission and commitment to social justice, antiracism and cultural inclusivity.
- Managing Others: Experience in developing effective working relationships with, and inspiring the trust of partner organizations, speakers, community leaders, vendors and CWSP staff. Motivates, develops, and directs others.
- Network Building: Build and foster long-term external relationships with key community and corporate decision makers (C-suite, executives, program liaisons, civic leaders, gatekeepers and foundations).
- Influential and Impactful: Demonstrated track record as an influencer with an established and engaged network of Greater Cincinnati/Northern Kentucky corporate and civic leaders and gatekeepers.
- Partner Retention: In close collaboration with the key stakeholders and Board partners, increase and sustain job retention through development and implementation of a robust and creative stewardship plan (events, outreach, social media, etc.)

Education and/or Work Experience Requirements:

- Bachelors degree
- Five or more years of proven success with lead generation and securing corporate sales, fundraising or sponsorship
- Three or more years of experience leading a team; particularly a sales team
- The maturity and skill required to optimize volunteer leadership engagement in achieving sales goals
- Critical thinking and problem solving skills, including evidence of enhancing program growth and innovation.
- Experience serving as a leadership team member, contributing to high level decision making, assisting with implementation and organization-wide strategic planning and team activities.
- Experience in management and leadership of cross department teams
- Strong project management, organizational skills

Salary commensurate with experience. Comprehensive benefits included in the overall compensation package.

To Apply:

If you have the requested background and a passion for DePaul Cristo Rey's High School's mission, we invite you to apply. Please send your resume, cover letter and references to siobhan.taylor@dpcr.net

This job description shall not be perceived as an implied contract of employment, nor intended to be all inclusive and does not restrict the President's right to assign or reassign duties and responsibilities to this job at any time. The Director of Corporate Work Study Program may perform other related duties as required to meet the ongoing needs of DPCR.