



8201 Corporate Drive, Suite 190
Landover, MD 20785

Job Description

SVP & General Manager

Location: TBD
Reports To: COO
Status: Full Time, Salaried

About 2tor

2tor is changing the way great students and great universities think about online higher education. Founded by a unique team of education veterans, 2tor Inc. is a private company that partners with preeminent institutions of higher education to deliver rigorous, selective degree programs online. We supply universities with the tools, expertise, and global recruiting needed to compete in a space currently dominated by unexceptional programs. 2tor develops state-of-the-art technology platforms that enhance traditional offline curricula, while also providing key logistical components, including comprehensive student support services from enrollment through graduation.

Responsibilities

The SVP/General Manager will provide executive leadership and direction to ensure the success of one of our new programs. He/she will oversee the operations and policy, and work to ensure the long term growth and profitability of the partnership. The desired candidate must have an entrepreneurial approach to building and sustaining effective partnerships and business operations.

- Responsible for P/L of all University operations, and for performance against company goals.
- Partner with Dean/Provost-level counterparts with University or College to ensure program success. Effectively build and manage relationship with University partners. Act as the relationship manager for the 2tor organization and leverage the relationship to assist with maintaining efficient operational processes
- Act as final decision maker for all business operations components including curriculum, sales/admissions, and post-enrollment services. Develop, review, update and implement business strategic planning including sales/admissions, support services, and curriculum development
- Matrix manage internal partners responsible for other operational areas associated with the program (e.g. sales and technology).

Education and Professional Experience:

- Minimum of 10+ years experience managing external clients/partners
- Graduate level degree preferred. Demonstrated expertise in a variety of the Business field's concepts, practices and procedures
- Previous experience in Education industry (preferably a collegiate environment)
- Has grown a startup operation to over \$20 million, or run a operation of \$100mm within a company



General Attributes:

- The desired candidate must have an entrepreneurial approach to building and sustaining effective partnerships and business operations
- Enthusiasm and the ability to thrive in an atmosphere of constant change
- Record of success in building and sustaining effective partnerships with executive level professionals
- Confident decision-making abilities, and a demonstrated ability to lead people and get results through others. Proven success in a matrix management environment
- Strong organizational and communication skills, the ability work and contribute in a team environment

How to Apply

To apply for this position, please email your resume to careers@2tor.com and be sure to indicate which location and semester you are applying for.

Note: The above statements are intended to describe the general nature and level of work performed by individuals assigned to this position. They are not intended to be construed as an exhaustive list of all responsibilities, duties, and skills required. All employees may be required to perform duties outside of their normal responsibilities from time-to-time, as needed.

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