



## **LRAP is looking for a Vice President of Client Service and Sales.**

**Why join LRAP?** LRAP provides our unique, innovative Loan Repayment Assistance Program to colleges and universities across the country. We help students enroll in the college of their choice with the peace of mind to know that if their income after graduation is modest, we'll help them with their student loan payments.

**Why else?** We are a fast-growing company full of dedicated, passionate individuals who are motivated by making a difference in the lives of college students. We take pride in our work and we enjoy one another's company. Additionally, we have a comprehensive benefits package as well.

We're looking for a motivated individual with a **talent for building lasting relationships, a dedication to client service** and a **passion for higher education** to help us fulfill our mission of helping students and colleges. Is that you?

As we grow, we need another Vice President of Client Service and Sales to service the Mountain/West regions. You will manage and maintain relationships from contact to close and onboard and support new and existing clients to ensure we maximize the impact that LRAP has in helping them achieve their goals.

We are looking for a smart, forward-thinking problem solver with drive and integrity to join our team. You will report to the Head of Client Service and Sales. You can live anywhere and work from a home office, but the majority of your travel will be within the Mountain/West region.

### **Responsibilities and requirements include, but are not limited to:**

- Building your own network of prospective new clients.
- Pursuing prospective new client leads generated by marketing campaigns.
- Strengthening relationships with existing clients in order to provide excellent customer service and identify upsell opportunities.
- Willing and able to travel extensively (our most successful Vice Presidents travel 3+ days a week).
- Other duties as assigned.

### **Skills, experience, and predispositions:**

- Experience as a chief enrollment officer or higher education consultant required; preference for those with experience in both Admissions and Financial Aid.
- Relationship builder; comfortable, credible and persuasive in communicating to all audiences, large and small, from presidents to front line staff.
- Excellent writing and speaking skills.
- Flexible. Adaptable. Dependable. Team player.
- BA/BS degree required; a graduate degree is a plus.

**Compensation is commensurate with experience (and includes a performance bonus). We offer a generous benefits package including:**

- Health, Dental and Vision insurance
- Life insurance
- Short and Long-Term Disability insurance
- Retirement Plan with matching contributions
- Incentive Stock Option Plan
- Paid Time Off
- Professional Development opportunities
- Employee Appreciation gifts and events

LRAP provides a powerful response to every student and family who questions whether college is worth it. LRAP helps colleges assure students of their freedom to follow their highest ambitions after graduation. If a student graduates to a modest income, LRAP helps them repay their educational loans. With LRAP, colleges can confidently articulate their value and more successfully reach recruitment, retention and revenue goals. LRAP is a private company, serving the public good.

Please submit your application at <https://www.cindexinc.com/c/56FFDB>.