

**POSITION SPECIFICATION  
for**



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**TEXAS  
INTERNATIONAL  
EDUCATION  
CONSORTIUM**

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**POSITION TITLE**

**Vice President**

**LOCATION**

**Austin, TX**

**THE COMPANY**

Founded in 1985, the Texas International Education Consortium (TIEC) is a uniquely-situated organization that brings together 31 senior public universities and colleges in Texas with the shared goal and mission to create strong international educational opportunities for Texas university students and faculty in addition to markedly advancing the globalization of Texas higher education. Over its history, TIEC has provided a diverse array of consulting services to the global educational community. TIEC's ability to call upon the knowledge and experience of more than 25,000 faculty and administrators from its consortium universities provides TIEC access to a unique breadth and depth of expertise and potential that few can match. TIEC also facilitates and implements international partnerships with foreign governments on exchange programs of students, teachers and academic faculty, and is well-known for its broad programmatic experience.

Located in Austin, Texas, TIEC occupies a multi-purpose headquarters facility that include both its consulting and consortium services programs as well as its study and training programs. TIEC headquarters is home to offices and classrooms of the Texas Intensive English Program (TIEP), a wholly owned subsidiary of TIEC that provides English as a second language instruction to international students from around the globe. TIEP also facilitates teacher exchange and development programs.

TIEC operates on a revenue-generation model that includes its intensive English program and its consulting services that address the varied strategic, management, and operational needs of government agencies or educational organizations of all sizes and complexity. TIEC has successfully completed international development projects around the world, including across Africa, the Middle East, Latin America, and East Asia Pacific.

TIEC is governed by a Board of Directors comprised of the presidents of its 31 affiliated universities. These universities include members of the Association of American Universities, the National Association of State Universities and Land Grant Colleges, and the American Association of State Colleges and Universities.

Further information may be obtained on the organization's website: [www.tiec.org](http://www.tiec.org) and [www.tiep.edu](http://www.tiep.edu).

### **THE VICE PRESIDENT ROLE**

TIEC is seeking a dynamic and entrepreneurial individual with experience in and/or deep knowledge about Texas higher education to serve as its next vice president. The vice president is a senior leader at TIEC and shares overall responsibility for the successful advancement of TIEC and TIEP. The vice president will be essential in furthering TIEC's strategic goals and outcomes plan, will drive innovative new programmatic directions to support TIEC's revenue generation model, will manage and supervise TIEC staff, and will support TIEC's goal to consistently increase the overall advancement and innovation of international program and partnership opportunities across the consortium.

The vice president's success will be measured on his/her contributions to: revenue-generation; reputational advancement of TIEC; successful recruitment for TIEP; and direct contributions to professional development of consortium institutions in the area of internationalization of Texas higher education. The vice president will, above all, employ creativity, innovation, flexibility, and will demonstrate proven business acumen.

TIEC is undergoing a strategic review with the onboarding of its new president. The vice president will play a major role in advancing the new strategic plan, and will support the president/CEO of TIEC in all ways necessary.

### **BASIC FUNCTION**

The vice president will spend considerable time: 1) generating new programs for TIEC's consortium-based consulting and international development practice; 2) undertaking strategic review and direction-setting regarding TIEC's role with its member institutions; and 3) overseeing the operations and business direction of TIEP. The vice president will drive TIEC's efforts to build strong consortium communications, programs, expertise, and collaboration.

### **IDEAL PROFESSIONAL EXPERIENCE AND PERSONAL ATTRIBUTES**

The vice president of TIEC will be selected to complement the strengths and professional background of the current president. Like the president, the vice president must understand TIEC's basic revenue-generating business model and the imperative to generate revenue year on

year. The successful candidate will show evidence of significant revenue-generation outcomes from prior positions, preferably in the fields of international exchange in/with higher education or in the private sector. That will be a fundamental requirement of the role. Secondly, because TIEC's sitting president has a deep understanding of the private sector exchange model and industry, TIEC will show preference for a candidate with experience in/alongside higher education and, even better, within Texas.

Additionally, the successful candidate will evidence:

- Comfort with and knowledge of the full enterprise and dynamics of higher education.
- A thorough understanding of the internationalization of higher education and global education issues, acquired through either running an international program or having lived and worked abroad.
- A natural aptitude and presence to be an effective advocate of TIEC and its affiliated universities.
- Strategic thinking with the mental flexibility, creativity, and intelligence to see and pursue new opportunities for TIEC.
- A leadership style based on collaboration, transparency, and equality.
- Passion about the success and growth of TIEC and its affiliated universities. The candidate should bring a contagious enthusiasm and a high energy level to the organization.
- Demonstrated ability to build consensus across a broad spectrum of stakeholders.
- Exceptional communication skills, both oral and written.
- Demonstrated experience building and overseeing international educational and exchange programs.
- An advanced degree.
- 10+ years of experience, 5+ of which in a senior leadership role.

### **COMPENSATION:**

TIEC offers an attractive salary-and-benefits package, commensurate with experience.

### **SUBMITTING AN APPLICATION**

Please send your confidential cover letter and resume to [TIECSearch@TIEC.org](mailto:TIECSearch@TIEC.org) by January 6, 2018. Written commendations are not required, but welcome, as are examples of international programs you have built and/or run, and experience with intensive English programs.

TIEC will only respond to those invited for an interview, with the aim of doing so by the latter half of January.