



## **Senior Associate Director of Program and Client Development**

The University of Alabama in Huntsville is seeking a motivated Senior Associate Director of Program and Client Development to develop and manage programs in Professional and Continuing Studies.

### Major Responsibilities:

- Assess needs, develop program's and logistically manage short courses and certificate programs that meet the training and professional development needs of industry, government and private/professional organizations. High concentration subject areas are management, leadership and business with an emphasis on aerospace/defense and/or the federal government.
- Performs ongoing sales of public and customized PCS training programs through outside sales calls.
- Build professional alliances in regional and national markets and strategic educational partnerships with faculty, researchers and external resources.
- Cultivate client relationships, build new training markets, develop and sell corporate training and expand quality programs that meet the mission of University of Alabama in Huntsville and the needs of constituents.
- Responsible for budgeting, development, implementation and evaluation of course offerings, instructional arrangements, market identification and logistical arrangements of programs and courses.
- Assist in development of curriculum and training modules. Manages program budgets to maintain positive financial profitability. Responsible for directly supervising administrative staff to ensure a high level of customer service for students.

Qualified applicants may apply on-line at <http://uah.interviewexchange.com/jobofferdetails.jsp?JOBID=28976> and apply for Sr. Assoc. Dir. of Program & Client Development/PCS/RT2086

**AN AFFIRMATIVE ACTION/EQUAL OPPORTUNITY EMPLOYER**