

Chief Business Officer – College of Professional
Education
Stevens Institute of Technology

Direct Link: <https://www.AcademicKeys.com/r?job=260305>

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Posted Jul. 28, 2025, set to expire Jul. 25, 2026

Job Title Chief Business Officer – College of Professional Education
Department
Institution Stevens Institute of Technology
Hoboken, New Jersey

Date Posted Jul. 28, 2025

Application Deadline Open until filled

Position Start Date Available immediately

Job Categories Senior Executive Officer

Academic Field(s) Administration - Academic Unit

Job Website https://stevens.wd5.myworkdayjobs.com/External/job/Hoboken-NJ---Main-Campus/Chief-Business-Officer---College-of-Professional-Education_RQ29313

Apply By Email

Job Description

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Location: Stevens Institute of Technology, Hoboken, NJ (Hybrid Options Available)

Position Overview: Stevens Institute of Technology is seeking a Chief Business Officer, to lead the operations and growth strategy of the newly formed College of Professional Education. This role is designed for an entrepreneurial-minded generalist who thrives in a fast-paced environment and can execute across a broad range of business functions. The Chief Business Officer will drive the development of both non-credit and for-credit online initiatives across corporate education and retail learners with practical, job-ready skills. This individual will manage the entire program lifecycle, from strategic development and marketing to partnership building, enrollment growth, and learner retention.

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The Chief Business Officer will own the business operations and expansion strategies, ensuring the offerings meet market needs, align with industry trends, and deliver measurable outcomes for learners and employers.

Key Responsibilities:

- **Business Strategy & New Ventures Development:**

- Identify and create new business opportunities in the professional education space, aligning with market trends, corporate workforce needs, and emerging technology skills.
- Oversee the development and execution of go-to-market plans for new professional education programs, ensuring strong product-market fit and clear value propositions.
- Define the business model for the College of Professional Education (CPE), driving growth while ensuring financial sustainability.
- Lead efforts to assess market opportunities and create a portfolio of programs, determining where Stevens should play and what types of offerings should be built (non-credit, for-credit, certificate programs, degrees etc.).

- **Learning Acquisition, Enrollment Growth & Marketing:**

- Drive the enrollment strategy in retail market and by increasing the corporate client base, fostering B2B partnerships, and leveraging digital marketing and sales channels to attract both corporate clients and individual learners.
- Collaborate with marketing teams to execute compelling campaigns that raise awareness and drive program enrollment, targeting both corporate and direct-to-learner markets.
- Create and implement strategies to boost learner engagement and retention, ensuring that students complete programs and gain practical skills aligned with their career goals.

- **Program Development:**

- Spearhead the development of both for-credit and non-credit programs, working closely with academic schools, faculty, and external partners to ensure the content is industry-relevant and aligned with employer needs.
- Define and manage the product portfolio, ensuring continuous innovation and responsiveness to shifting industry demands.
- Lead cross-functional teams to develop learning pathways and create exceptional learning experiences that maximize learner outcomes and satisfaction.

- **Partnerships & External Relations:**

- Cultivate and nurture partnerships with corporations, universities, and other external organizations to grow Stevens' offerings and enhance financial impact.
- Establish and maintain strategic relationships with key stakeholders at partner organizations to ensure that the College of Professional Education (CPE) offers relevant, high-quality educational solutions.

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- Leverage external relationships to continuously improve the product portfolio, gain market insights, and expand Stevens' footprint in the professional education market.
- **Financial Management & Operational Oversight:**
 - Manage the financial operations of the College of Professional Education (CPE), ensuring profitability and financial sustainability while scaling operations.
 - Monitor key performance indicators (KPIs), including revenue growth, program completion rates, and learner satisfaction, to ensure that goals are met.
 - Provide strategic insights through market research and data analysis, using performance data to refine product offerings, improve marketing strategies, and enhance learner outcomes.
- **Leadership & Team Development:**
 - Lead and inspire a team of program managers, marketers, partnership specialists, and educational designers, providing mentorship and professional development opportunities.
 - Collaborate with other departments within Stevens to ensure that resources, tools, and technologies are available to support program success.
 - Foster a culture of innovation and continuous improvement, ensuring the team remains agile and capable of adapting to evolving market demands.

Qualifications:

- **Experience:**
 - Proven track record of leadership in business development, program management, and new ventures within the education or professional development space.
 - Experience building and scaling educational programs (both for-credit and non-credit) within a corporate or higher education environment.
 - Strong background in B2B partnerships, particularly in developing educational solutions for corporate clients.
 - Deep experience in driving product-market fit, enrollment growth, and learner retention strategies.
- **Leadership Skills:**
 - Demonstrated ability to lead and manage teams across multiple functions (product development, marketing, partnerships, operations).
 - Strategic thinker with a data-driven approach, adept at identifying market opportunities and executing scalable solutions.
 - Strong executive presence with the ability to build relationships with senior leadership,

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industry partners, and other key stakeholders.

• **Education:**

- A Bachelor's degree is required; an advanced degree (e.g., MBA, Ed.D., or similar) is preferred.

• **Preferred Skills & Competencies:**

- Exceptional communication and presentation skills, with the ability to influence stakeholders at all levels.
- Expertise in the development of online learning programs and platforms, with familiarity with learning management systems (LMS) and digital education tools.
- Experience with budget management, financial forecasting, and setting KPIs for revenue and growth.
- Experience working with edtech companies is a plus

Stevens Institute of Technology is an equal opportunity employer and encourages candidates from diverse backgrounds to apply.

Why Join Stevens?

Stevens Institute of Technology offers an exciting opportunity to play a central role in shaping the future of professional education. As the CHIEF BUSINESS OFFICER, New Ventures & Business Operations, you will lead the development of cutting-edge programs that provide real-world skills to learners and help companies meet the challenges of an ever-evolving workforce. You will have the chance to work with an entrepreneurial, forward-thinking team at a leading institution in the heart of New Jersey's innovation ecosystem.

How to Apply:

Interested candidates should submit a resume and a cover letter detailing their experience, qualifications, and vision for the future of online professional education at Stevens Institute of Technology.

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College of Professional Education

Compensation Range

In compliance with the New Jersey Wage Transparency Act, the annual base salary range for this position is \$180,200.00 - \$252,266.67. This range represents the University's good faith estimate of possible compensation at the time of posting. Stevens Institute of Technology determines compensation based on factors including the position's scope and responsibilities, the candidate's experience, education, skills, internal equity, market data, and organizational considerations. The final salary will be set considering departmental budget, qualifications, and relevant credentials. This pay range represents base pay only and excludes additional forms of compensation, such as incentives, stipends, or other applicable pay components. For a full overview of our benefits offerings, please refer to the Stevens Institute of Technology Benefits Guidebook, available at:

[Benefits Guidebook](#)

General Submission Guidelines:

Please submit an online application to be considered a candidate for any job at Stevens. Please attach a cover letter and resume with each application. Other requirements for consideration may depend on the job.

Still Have Questions?

If you have any questions regarding your application, please contact Jobs@Stevens.edu.

EEO Statement:

Stevens Institute of Technology is an Equal Opportunity Employer. Accordingly, Stevens adheres to an employment policy that prohibits discriminatory practices or harassment against candidates or employees based on legally impermissible factor(s) including, but not necessarily limited to, race, color, religion, creed, sex, national origin, nationality, citizenship status, age, ancestry, marital or domestic partnership or civil union status, familial status, affectional or sexual orientation, gender identity or expression, atypical cellular or blood trait, genetic information, pregnancy or pregnancy-related medical

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conditions, disability, or any protected military or veteran status.

Stevens is building a diverse faculty, staff, and student body and strongly encourages applications from people of all backgrounds. Stevens is a federal contractor under the Vietnam Era Veterans' Readjustment Assistance Act (VEVRAA) and the Rehabilitation Act of 1973, as well as other federal statutes.

NSF ADVANCE Institution Stevens values diversity and seeks candidates who will contribute to a welcoming and inclusive environment for students, faculty, and staff of all backgrounds. We are an NSF ADVANCE institution committed to equitable practices and policies and strongly encourage applications from women, racial and ethnic minority candidates, veterans, and individuals with disabilities.

Jeanne Clery Disclosure:

In accordance with the Jeanne Clery Disclosure of Campus Security Policy and Campus Crime Statistics Act (Clery Act), the Department of Public Safety is required to publish an annual security report which includes statistics mandated by the Clery Act. Click [here](#) for a copy of this report.

Contact Information

Please reference Academickeys in your cover letter when applying for or inquiring about this job announcement.

Contact

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