

COLLEGE UNBOUND

Title: Vice President of Enrollment and Partnerships
Location: Providence, RI
Status: Full-time
Range: 100K-150K based on qualifications
Schedule: Hybrid

Organizational Overview: College Unbound (CU) is an accredited and state-approved college whose mission is to reinvent the higher education experience for underrepresented returning adult learners. Through rigorous and engaged scholarship, College Unbound integrates students' own purposes for learning with the needs of their workplaces and communities, improving the lives of the students and the lives of those they touch. Started in RI, College Unbound now supports students across multiple states and looks to continue to develop an infrastructure to support strategic growth and long-term sustainability.

Position Summary: The Vice President of Enrollment & Partnerships will serve as a senior leader of the College, reporting directly to the President and working closely with the Office of Community & Belonging. The VP will work to shape, align, and advance the College's engagement across internal and external audiences while driving strategic enrollment growth.

The VP will cultivate and manage relationships with institutional partners, ensuring shared goals around outreach, recruitment, and student retention and persistence. They will provide strategic direction for CU's Community Ambassadors—our recruitment team—supporting their work in engaging prospective students and strengthening our presence across regions.

The VP will supervise Community Organizers across multiple regions, aligning their community outreach and partnership development work with institutional goals and ensuring localized strategies reflect the College's broader narrative and enrollment priorities.

Embedded Values:

The VP will be instrumental in the college's goal to capture evidence of transformation and equitable outcomes that result in the enhanced well-being of our students, their family, and their communities. The [Strategic Plan](#) makes clear how partnerships, relationships, and storytelling guide each step of the College's work.

The Vice President of Enrollment & Partnerships works collaboratively with the President and members of the Leadership Team to consider and co-create solutions to the following questions:

- Whom do we exist to serve—and are our current enrollment strategies aligned with that mission?
- How can we best predict future enrollment patterns and plan for short- and long-term enrollment health?
- How do we assess which CU practices positively impact student transformation and learning?
- How do we enact our commitment to intentional reflection (critical reflection?) through partnerships, outcomes assessment, and storytelling?
- What is the trend in operational expenses per FTE, and what organizational decisions explain the trend?
- How do we co-create with students an approach to sharing what we learn from students?
- How can we ensure our recruitment strategy is clear, consistent, and compelling across internal and external channels?

Primary Duties and Responsibilities: As the college leans into a reorganization to align its structure in accordance with its Strategic Plan, this Vice President will sit within a leadership team of 5-7 colleagues in a cabinet and support the evolution of this model to increase its impact on students, their families, communities, and the transformation of higher education.

College Unbound's team has been built around a Rhode Island presence with national impact and is now growing into a more national leadership structure connected to regional hubs in New England, the Midwest, the MidAtlantic, and the Pacific Northwest.

Enrollment & Partnership Leadership

- Provide executive leadership for a comprehensive, multi-year enrollment strategy aligned with the College's mission, equity commitments, growth goals, and long-term financial sustainability across all regions.
- Partner closely with the President, CFO, Lifelong Learning, Institutional Research, Community & Belonging, and Student Success offices, and Advancement to integrate enrollment strategy with financial planning, fundraising priorities, and strategic partnerships.
- Integrate enrollment strategy with institutional finance, advancement, and partnerships by working closely with the President, CFO, Provost, Advancement, and academic and student success leaders to align recruitment with revenue modeling, fundraising priorities, and external pathways.
- Ensure that enrollment strategy supports institutional advancement goals by strengthening external partnerships, employer pathways, and funder-aligned recruitment initiatives.
- Lead data-driven enrollment forecasting and analytics that connect recruitment activity to yield, net tuition revenue, retention, completion, and long-term student outcomes across regions, programs, and partnerships.

- Establish enrollment benchmarks, KPIs, and performance dashboards tied to revenue performance, cost-per-enrollment, partnership ROI, and institutional capacity, translating data into actionable leadership decisions.
- Analyze enrollment funnels (inquiry → application → admission → enrollment → persistence) to identify trends, barriers, and opportunities across regions, programs, and learner populations.
- Conduct scenario planning, risk analysis, and market intelligence related to demographic shifts, enrollment volatility, policy changes, and regional market conditions to stabilize revenue and support strategic growth.
- Translate enrollment goals into multi-year revenue projections, aligning recruitment strategy with tuition revenue modeling, budget planning, and institutional growth scenarios.
- Align staffing models, outreach investments, and partnership development with enrollment return, projected growth needs, and institutional priorities, ensuring efficient and sustainable use of resources.
- Champion equitable and mission-aligned enrollment practices by disaggregating data to ensure access, student success, and financial viability are pursued together rather than in competition.
- Lead and support recruitment and partnership development teams, including Community Ambassadors and Community Organizers, ensuring high-quality outreach, regional alignment, and consistent execution of enrollment strategy.
- Develop, strengthen, and steward external partnerships with employers, community organizations, and funders to expand recruitment pipelines, deepen pathways, and advance institutional advancement goals.
- Serve as a senior institutional spokesperson on enrollment strategy and market positioning, providing clear, data-informed insights to trustees, funders, accreditors, and external stakeholders.

Storytelling Leadership

- Engage with the College's overarching storytelling strategy to ensure alignment with mission, values, and institutional priorities.
- Participate in brand development, marketing, and communications to strengthen visibility and reputation across regional and national audiences.
- Guide internal storytelling to elevate student, staff, alumni, and community partner experiences across multiple platforms and formats.
- Develop and maintain a coherent narrative framework that supports recruitment, retention, advancement, and community engagement.
- Collaborate with academic and administrative teams to ensure stories are grounded in assessment, outcomes, and lived experience.

Required Qualifications:

- Demonstrated cultural competence and evidence of a deep commitment to equity and social justice.
- 7-10 years of relevant leadership and administrative experience in an organizational setting that is community-centered and service-oriented, or the equivalent combination of education and experience across and connected to higher education's ecosystem of enrollment, partnerships, sustainability, and growth.
- Proven leadership in enrollment management, recruitment strategy, or community-based outreach.

- Strong supervisory experience across diverse teams and geographies.
- Excellent project management skills to break complex projects into manageable tasks, set realistic timelines, identify dependencies, and adjust priorities when constraints (time, budget, capacity) shift.
- Ability to connect narrative, data, and strategy to drive institutional growth.
- Commitment to equity, community-driven practice, and student-centered design.
- Demonstrated ability to communicate effectively in writing and verbally with a wide range of individuals and audiences, both internal and external, in a clear, concise, and easy-to-understand manner.
- Ability to lead effectively in the context of a diverse, engaged, and highly relational college community, and to practice effective relationship-building among a diverse array of external partners.
- Demonstrated ability to think creatively and expansively about what is possible; knowledge of “best practices” along with the temperament to question and improve upon them.
- We recognize that strong candidates may bring expertise beyond the areas listed and welcome relevant alternatives.
- Performs other duties as needed or assigned.

Required Qualifications:

- Degree in a related field.
- Previous experience in the non-profit sector.
- Previous experience in educational settings connected to higher education.

Application Instructions:

Applicants are highly encouraged to apply online *or* submit a cover letter and resume to jobapplications@collegeunbound.edu with “**VP Enrollment & Partnerships**” in the subject line. Review of applications will begin immediately.