



Vice President, Higher Education

Background

Government Sourcing Solutions (GSS) is seeking to hire a highly qualified current or former higher education procurement executive to serve as Vice President of Higher Education. This subject matter expert will be responsible for developing and implementing GSS's higher education business development strategy as we seek to build out a new practice to sit alongside our widely successful procurement practice.

GSS is a procurement consulting firm focused on helping public sector executives accomplish their missions through a best-practice procurement process we developed called Cooperative Sourcing. Cooperative Sourcing allows governments to implement competitively-sourced contracts much faster than traditional methods. Since its founding in 2005, GSS has helped thirty states and dozens of large cities and counties implement Cooperative Sourcing, resulting in millions of dollars of savings. The GSS team consists of former public procurement officials with more than 100 years of public sector experience.

Minimum Skills, Traits and Qualifications

- Minimum five years' experience managing a large higher education procurement department, with a record of integrity, innovation and accomplishment.
- Strong relationships with higher education procurement officials across the country. Active involvement and leadership in national or regional organizations like NAEP, NACUBO or E&I is highly desirable.
- Broad knowledge and understanding of the higher education environment, and familiarity with current practices and emerging trends nationwide.
- Ability to present as a panelist and subject matter expert to diverse audiences, which may include high level government officials.
- Outstanding communication/presentation skills, both verbal and written.
- Proficiency with applications like Microsoft PowerPoint, Excel, Word, Outlook and ability to learn web-based applications like Salesforce.com.
- Entrepreneurial mindset, ability to quickly learn new topics, attention to detail, strong drive and work ethic, and ability to travel.

Role/Duties

The Vice President, Higher Education will be responsible for developing and implementing a plan to increase usage of GSS's Cooperative Sourcing procurement



method by large universities across the country. Responsibilities include, but are not limited to:

- Working with higher education leaders across the country to help them implement Cooperative Sourcing contracts.
- Building and maintaining strong working relationships with higher education procurement officials.
- Developing a portfolio of higher education business partners that will complement the GSS business partner portfolio of industry leading suppliers.
- Maintaining a knowledge and awareness of trends in higher education and sharing that insight with GSS team members, business partners and other stakeholders.
- Attending and participating in relevant trade association conferences.
- Participating in conference calls with the GSS team and our business partners.
- Maintaining updated records within our CRM system, Salesforce.com.
- Regular travel (roughly 7-9 days per month) to meet with higher education officials.

Terms

- Work location: GSS is headquartered in Washington, DC which is the ideal location for this position. Accommodations may be made for candidates if relocation is impossible.
- Compensation will include salary and performance-based compensation, as well as medical, dental, vision insurance and a 401(k) retirement plan.
- All legitimate and approved expenses will be paid for or reimbursed by GSS.

Interested candidates should send a current resume to VPHigherEd@govsourcing.com.