

Missouri Higher Education Loan Authority

Assistant Director, School Development

Application Process: Forward cover letter and resume to hr@mohela.com

General Statement of Duties: Create, implement and maintain strategic sales plans that will build and continue relationships with lenders, schools, guarantee agencies and other participants in the student financial aid programs for the purpose of promoting participation in the Authority's Education Loan Services. Grow the Authority's loan origination, loan servicing and ultimately loan acquisition business. Supervises 7 staff members.

Responsibilities

- Grow the Authority's loan origination, loan servicing and ultimately loan acquisition business.
- Responsible for the supervision, direction and motivation of the MOHELA Business Development Sales team. Coordinate overall strategy and market with close direction of the Director of Business Development. Work closely with the Director of Business Development in establishing volume goals as well as appropriate incentives for each staff member.
- Develop, maintain and update as necessary an appropriate sales plan to identify targeted customers and direct actions associated with the acquisition of incremental student loan volume through our traditional and non-traditional distribution channels.
- Expand customer base by signing customers of other secondary markets, lenders not selling to MOHELA and MOHELA's own origination, as appropriate. Responsible for meeting stated volume goals.
- Provide recommendations and input with regards to the development of new products and services to the Director of Business Development.
- As necessary, rely on other internal areas including Communication Coordinator, Technical Support and Support Services as it relates to the use of promotional materials to stimulate use of MOHELA's education loan products and service.

Requirements

- Bachelor's degree (B. A.) from four-year college or university; and/or seven or more years experience in financial aid, education loan lending, with a preference for prior sales or marketing experience within an education and/or lending institution, guarantor, loan servicer or secondary market. Related experience would include a career in financial aid, financial services or banking.
- Experience with the school financial aid process and/or experience working with lending institutions or contract negotiation preferred
- Must have previous experience in motivating and coaching others to achieve preset goals
- Previous track record of original thinking and creativity
- Available to travel more than 50% of the time, with an average of 3-8 nights per month

overnight