



**Position: Vice President of Education, Training and Supply Chain Readiness**

**Reports To: CEO**

**Type: Exempt**

**Location: Baltimore, MD (Hybrid- Optional)**

**Salary Range: \$115K to \$130K**

## **ORGANIZATION PROFILE**

Oceantic (The Network) envisions a thriving ocean renewables industry powering strong economies. Our collaborative nonprofit network advances the ocean renewables market and builds a robust supply chain of local companies. We partner with private industry and government agencies to build a resilient supply chain that will create and sustain jobs, benefit local economies, and ensure cost-effective clean energy. We advance our mission by connecting developers, policymakers, academics, and community and workforce leaders through events, education, digital tools, and policy initiatives to grow the vital offshore wind and ocean renewables sectors.

## **POSITION SUMMARY**

The Vice President for Industry Education, Training and Supply Chain Readiness is responsible for leading the development and execution of an education, training and business consulting strategy that educates and prepares businesses and individuals to build out the U.S. Ocean renewables supply chain. This position works collaboratively with other senior team members to assess member needs, program viability, and development of successful programmatic content. This position requires consistently monitoring activities in the Offshore Wind industry to determine appropriate program content trends and initiatives in the industry and keep our members up to date on current initiatives. They interact regularly with members and customers and instill excellent member relations skills in all members of the training team.

## **POSITION FUNCTIONS AND RESPONSIBILITIES**

- Directs and provides overall management of the newly expanded Industry Education, Training and Supply Chain Readiness Department including overall responsibility for Department's grant and contract execution.
- Leads strategic planning for the department to raise revenue and meet deliverables. Oversee the development of program proposals; acquisition of sponsorship, grant, and other funding; and program implementation under contractual agreements.
- Develops and manages annual budgets and work plans for the department to ensure established goals and objectives are achieved.
- Establishes work assignments and provides guidance, professional development, and work direction for staff. Ensures that staff, consultants, and Subject Matter Experts (SMEs) complete the required training and comply with reporting, client confidentiality, and other program requirements.
- Fosters a culture where excellent customer service and successful client economic impact are the priorities.
- Manages small business training and consulting activities.



- Participates in client consulting and business training programs as needed.
- Utilizes data-driven strategy and business analytics, ensure participant needs and revenue goals are met or exceeded and that the learning experiences are of high quality delivering on the Network's brand promise.
- Develops relationships with other associations and organizations to build alliances and create joint cooperative educational programs.
- Collaborate with the Marketing/Communications Department to promote training programs.
- Build out and manage the Training and Education Team including expert consultants and vendors.
- Standardizes operations and procedures.
- Responsible for training internal staff on industry topics; offshore wind basics.
- Provides CEO financial, operational, performance measurement and other information.
- All staff must identify and pursue new business opportunities and potential members within the offshore wind industry and engage and retain existing members to enhance their experience with the organization.
- Update Salesforce with leads and contacts that help actively pursue business development efforts for all Network programs, projects, services, products, and events.
- As appropriate, build the Network's industry visibility, reputation, and brand including contributing to thought leadership, influencing decision and opinion makers, representing the Network at conferences and events, and writing/developing OSW industry white papers and research
- As appropriate, contribute to speaker identification and content creation for Network events, training, website, newsletters, social media and podcasts.

#### **EDUCATION AND EXPERIENCE**

- Bachelor's degree in a relevant field (including business administration, economic development, entrepreneurship, supply chain management or other related field) and five years of experience in progressively responsible positions in business or nonprofit management or small business ownership, or an equivalent combination of education and experience in a relevant field
- Minimum 5 years of experience in management including personnel, finance and operations.
- Small Business Development Administration or Manufacturing Extension Partnership experience preferred
- Offshore wind procurement or development experience a plus.
- Ability to think strategically and act tactically with a proven entrepreneur mindset
- Experience in foundations, nonprofits, or the public sector, highly desirable
- Excellent negotiating skills
- Exceptional attention to detail
- Superior customer service orientation
- Proven track record of project management and research and skills
- Excellent verbal and written communication skills
- Collaborative, solution-oriented team leader and colleague
- Proficiency in Microsoft Office (Word, Excel, Outlook, PowerPoint, Teams), Asana and Adobe
- Experience Salesforce, desirable
- Ability to work effectively and efficiently under pressure with professionalism



- Flexibility and tolerance for ambiguity. Willingness to handle complex and mundane matters
- Ability to promote a team culture of accountability and results
- Ability to travel domestically and internationally 40 percent of the time

**BENEFITS AND COMPENSATION:**

The salary range for this position is commensurable with experience. For full-time, benefit eligible employees, the Network offers an excellent range of benefits including:

- Medical Insurance
- Dental and Vision Benefits
- Employee Life Insurance
- Employee Short- & Long-Term Disability
- Paid Vacation
- Generous paid leave
- 401K Plan

**WORKING CONDITIONS:** Work is in an office environment

Oceantic Network provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, or genetics. In addition to federal law requirements, Oceantic Network complies with applicable state and local laws governing nondiscrimination in employment in every location in which we employ staff. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.