



Senior Manager, Content Curriculum for Higher Education

Wisewire's Higher Education Champion is responsible for overseeing and contributing to a growing base of client work as well as new courses and products in Higher Education. They are responsible for identifying solutions for courses and programs, developing build requirements and ensuring quality across all of our higher ed products. This key role will also help in closing sales, assisting with prototypes and improving department processes and outcomes.

Responsibilities

- Ensure products meet all client and budget requirements
- Achieve high content ratings for all Higher Ed products
- Identify opportunities to sell additional products and services with Higher Ed client base.
- Maintain existing business relationship with partnerships and clients by staying closely connected to internal project teams, monitoring project progress and helping to address and resolve promptly, accurately, effectively, and to the client's satisfaction.
- Effectively coordinate client-specific projects throughout the lifecycle, as appropriate, including estimate creation, selection of appropriate projects and sub-projects, assignment of resources, monitoring project progress, and generation of the client/project invoice.
- Partner with the client and project teams to resolve identified project issues.

Accountabilities and Performance Metrics

- Meet quality and project management goals
- Identify new revenue opportunities
- Report on client activities and Higher Education market conditions
- Deliver target number of product demonstrations

Organizational Alignment

- Reports to the Chief Creative Officer
- Enlists the support of Business Development Specialists and Product Managers as needed
- Closely coordinates company executive involvement on ROI and success metrics

Qualifications and Skills

- Demonstrated success developing Higher Ed courses and projects from requirements and design to production and quality.
- Minimum five years of product design and team lead experience in Higher Education publishing
- Experience teaching in a Higher Ed institution and working with stakeholders of institutions.
- Demonstrated problem-solving, diplomacy and persuasive selling skills.