

Position: Regional Director, Summer Work and Travel
Reports to: Executive Director, Summer Work and Travel
Department: Seasonal Exchanges
Location: US Remote

Who we are:

CIEE is a nonprofit study abroad and intercultural exchange organization that transforms lives and builds bridges between individuals and nations through study abroad and international exchange experiences that help people develop skills for living in a globally interdependent and multi-cultural world.

Why work with us:

- **You will change the world.** CIEE builds bridges between people, countries, and cultures. We help young people participate in high-quality international exchange and study abroad programs that bring the world together. We change lives, our alumni change the world. Be part of the change!
- **You will receive a competitive total rewards package.** CIEE provides all employees with exceptional benefits, offerings that increase total compensation by up to 25%. Our top-tier benefits include:
 - Paid time off and Parental leave
 - Gym Reimbursement Program
 - Employee Assistance Program
 - Short-term & Long-term Disability
 - 6 floating Fridays (based on our eligibility rules)
 - CIEE Study Abroad and TEFL Program discounts
 - 403(b) Retirement Plan with employer contribution
 - Insurance Coverage (life, travel, medical, dental and vision)
 - Flexible Spending Accounts/Health Savings Account (medical and dependent)
 - Voluntary Benefits (identity theft protection, pet insurance, accident, and critical illness)
- **You will be part of a fast-paced, international, and collaborative team of professionals.** CIEE operates the largest nonprofit network of study abroad locations, with facilities and staff in 29 countries. Additionally, we help international participants from over 140 countries come to the USA each year. Committed to excellence and solving whatever problem the world throws at them, CIEE professionals work on international teams, and are dedicated to advancing our 77-year-old mission to make the world a more peaceful place.

Who you are:

As Regional Director, you will lead an on-the-ground team focused on aggressive placement growth and gold-standard support of hosts, participants, and community members in a defined community or group of communities. The team's mission is to drive host employer job sales that result in multi-program placements; secure host families to house SWT participants working with employers that do not have housing available; as well as creating and deploying community events that provide value to hosts. You will coach staff in effective sales and account management practices, resolve host-related hiring needs, and ensure participants are placed quickly and effectively to ensure long-term client relationships.

What you'll do:

- Provide sales leadership by managing a team responsible for selling to new hosts, renewing and growing existing host relationships, and sourcing host families within a defined territory
- Set individualized sales goals and pipeline targets for team members and provide active and agile coaching to ensure seasonal goals are exceeded
- Create outreach strategies to engage new hosts and renew existing relationships
- Develop and deploy a cadence of host-centric community events aimed at providing value and maximizing sales
- Provide gold standard account management to host accounts in your region by building long-term relationships, ensuring the team is delivering on commitments, and identifying opportunities for growth and retention
- Constantly track and consistently report sales and placement results, adjusting tactics rapidly to ensure success
- Consult with hosts on hiring strategies and provide expert guidance to maximize placement results
- Work cross-functionally with compliance, participant services, and other internal teams to ensure host satisfaction and program quality
- Ensure a gold-standard experience for all stakeholders through proactive communication and support, measured by NPS results

What you'll bring:

The ideal candidate will possess:

- Bachelor's degree required.
- Minimum 5 - 7 years of previous sales success required, B2B and human capital solutions preferred.
- Minimum 3-5 years of people management experience preferred.
- Ability to draw conclusions and create strategy based on metrics.
- Strong verbal and written communication skills are required.
- Strong organizational skills with attention to detail required.
- Proactive and preference for working in a fast-paced environment.
- Ability to work with remote field staff.
- Ability to investigate and analyze information to draw conclusions and solve problems efficiently.
- Energetic, personable, goal, and team-oriented.
- Tolerance for ambiguity and a sense of humor.
- Technology proficiency required — experience with Salesforce, Microsoft Suite, Teams, preferred.
- Innovative, creative, and flexible to a changing environment.
- A passion for CIEE's mission and global exchange!

CIEE believes that professionals with varied backgrounds bring unique approaches and ideas to solving problems and advancing our mission to bring the world together. Qualified candidates from

underrepresented groups are strongly encouraged to apply.

Due to federal regulations, a background and reference check will be conducted as a condition of employment.