



LRAP Association is looking for a Director of Client Service

Do you have a passion for education? An entrepreneurial spirit? A laser focus for details? At LRAP Association, you'll join a team of high performers looking to make a difference in the lives of college-bound students. We help our client institutions assure that their students have the freedom to follow their highest ambitions without student loan burdens.

Why join LRAP? LRAP Association provides our unique, innovative Loan Repayment Assistance Program to colleges and universities across the country. We help students enroll in the college of their choice with the peace of mind to know that if their income after graduation is modest, we'll help them with their student loan payments. Noble, isn't it?

As a fast-growing company, we're looking for smart, forward-thinking problem solvers to join our Client Service team in our Lisle, IL location. As Director of Client Service, you will work alongside our Vice President and Senior Director in helping our partner institutions enroll and retain students. You will have a hands-on role in supporting clients to maximize the impact that LRAP has in helping them achieve their goals.

Responsibilities and requirements include, but are not limited to:

- Assist a Vice President of Client Service and Sales in training, empowering and equipping enrollment teams with LRAP best practices to enable growth at their respective institutions.
- Managing Salesforce database regarding all client interactions.
- Preparing and making presentations to current and prospective partner colleges.
- Outbound calling efforts to prospective students and families.
- Training client admissions, financial aid and student success staff on implementation of LRAP.
- Staying well informed of best practices related to enrollment management.
- Represent LRAP at conferences.
- Willing and able to travel as needed.

Skills and experience:

- Experience in enrollment preferred; higher education background required.
- Comfortable, credible and persuasive in communicating to all audiences, large and small, from presidents to front line staff.
- Excellent writing and speaking skills.
- A consummate professional. Self-motivated. Can-do spirit. Team-player. Strong leader. Great at problem solving, planning and organizing.

- Flexible. Adaptable. Dependable.
- BA/BS degree required; a graduate degree is a plus.

Compensation is commensurate with experience. We offer an excellent benefits package including medical, life and disability insurance and retirement.

About LRAP

LRAP Association provides a powerful response to every student and family who questions whether college is worth it. LRAP helps colleges assure students of their freedom to follow their highest ambitions after graduation. If a student graduates to a modest income, LRAP helps them repay their educational loans. With LRAP, colleges can confidently articulate their value and more successfully reach recruitment, retention and revenue goals. LRAP is a private company, serving the public good.