



## Executive Vice President of the Entrepreneurial College

*Arizona Western College is seeking a dynamic and collaborative leader to serve as the Executive Vice President of the Entrepreneurial College. Reporting to the President, this role provides strategic oversight for workforce, career and technical education, healthcare, and reskilling programs that advance student success and regional economic impact. This position offers a unique opportunity to shape innovative, career-connected education across Southwestern Arizona.*

### Salary:

\$184,000– \$195,040 per year, depending on experience. Plus, [excellent fringe benefits](#).

### Position Summary of Function:

In addition to serving as the College's chief external ambassador, the Executive Vice President of Entrepreneurial College functions as the institution's primary architect of high-wage, high-demand workforce pipelines, with enterprise-level responsibility for the creation, scaling, and long-term sustainability of programs aligned with regional, state, and national labor market priorities. This executive role identifies emerging industries, translates workforce intelligence into rapid-cycle program development, and positions Arizona Western College as a first-mover institution in priority sectors including healthcare, advanced manufacturing, energy, information technology, artificial intelligence, public safety, and allied health. The position is accountable for launching and scaling new revenue-generating initiatives such as Workforce Pell-eligible programs, short-term credentials, employer-sponsored training, and grant-funded innovation pilots that collectively generate millions of dollars in external funding, tuition revenue, and economic impact for the College and region. The role leads the end-to-end design and execution of high-wage, high-growth program portfolios, ensuring alignment with labor market data, healthcare workforce shortages and licensure pathways, employer-validated skill standards, and all Workforce Pell, Title IV, and accreditor requirements, while overseeing the full program lifecycle from employer engagement and curriculum design through accreditation, financial aid alignment, job placement outcomes, and post-completion wage tracking. As the College's chief healthcare workforce strategist, this executive expands and integrates nursing, allied health, and healthcare support programs across credit, non-credit, and bridge pathways, including the creation of stackable credentials, adult education and GED-to-career bridges, incumbent worker upskilling, and partnerships with hospitals, clinics, long-term care providers, and regional health systems to address critical shortages in nursing, allied health, behavioral health, and emerging healthcare roles. In addition, the EVP serves as the senior executive responsible for workforce-related external funding, securing and managing multi-million-dollar federal, state, and private grants, leading complex multi-partner initiatives, ensuring compliance and reporting integrity, and leveraging grant investments to scale institutional capacity, facilities, equipment, faculty expertise, and student supports. As a member of the President's Cabinet, this role ensures enterprise-wide alignment across finance, human resources, financial aid, student services, advancement, and government relations, requiring executive-level judgment, political acumen, and the ability to operate effectively across academic, financial, regulatory, and industry environments.

**Essential Duties and Responsibilities:** Examples of key duties and responsibilities are interpreted as being descriptive and not restrictive in nature. Frequency of assignment, function, duty, and responsibility may adjust as needed to support departmental and/or institutional needs.

- Serves Students.
- Implement the vision of the President of Arizona Western College by developing and executing the strategic plan and objectives for Entrepreneurial College, including workforce, career, technical education, and healthcare programs.
- Serve as the College's chief external ambassador for workforce, healthcare, and entrepreneurial initiatives, representing Arizona Western College with industry, government, healthcare systems, workforce boards, and strategic partners at the regional, state, and national levels.
- Design, lead, and scale high-wage, high-demand workforce and healthcare program portfolios aligned with regional, state, and national labor market priorities, positioning the College as a first-mover institution in emerging and priority sectors.
- Collaborate with faculty, staff, and students to ensure quality curricular and co-curricular programming in alignment with industry standards and requirements.

- Identify emerging industries and translate workforce intelligence, labor market data, and employer demand into rapid-cycle program development across healthcare, advanced manufacturing, energy, information technology, artificial intelligence, public safety, and allied health.
- Ensure the college maintains program accreditation, certification standards, and meets relevant regulatory and compliance requirements according to federal, state, and local policies governing career and technical education. Launch and expand revenue-generating initiatives, including Workforce Pell-eligible programs, short-term credentials, employer-sponsored training, and grant-funded innovation pilots that generate significant external funding, tuition revenue, and economic impact.
- Provide executive oversight of the full program lifecycle, including employer engagement, curriculum design, accreditation and approval processes, financial aid alignment, enrollment strategy, job placement outcomes, and post-completion wage tracking.
- Ensure all workforce and healthcare programs meet Workforce Pell, Title IV, accreditor, licensure, and regulatory requirements, while achieving measurable outcomes related to completion, placement, earnings, and return on investment.
- Develop and implement workforce bridge programs connecting adult education, GED, ESL, and incumbent worker training to healthcare licensure, certification, and degree pathways.
- Establish and sustain strategic partnerships with hospitals, clinics, long-term care providers, and regional health systems to address critical workforce shortages in nursing, allied health, behavioral health, medical assisting, and emerging healthcare roles.
- Serve as the senior executive responsible for workforce-related external funding by securing, managing, and overseeing multi-million-dollar federal, state, local, and private grants. Lead complex, multi-partner workforce initiatives, ensuring grant compliance, reporting integrity, fiscal accountability, and long-term sustainability beyond the life of individual awards.
- Leverage grant and partnership investments to expand institutional capacity, facilities, equipment, faculty expertise, instructional delivery models, and student support services. Provide executive oversight of workforce and healthcare financial models, including non-credit pricing, employer-paid training, cost recovery strategies, and revenue sustainability.
- Ensure enterprise-wide alignment across finance, human resources, curriculum, financial aid, student services, advancement, and government relations to support workforce and healthcare initiatives. Serve as a member of the President's Cabinet, exercising executive judgment, political acumen, and strategic leadership to advance institutional priorities and regional economic development goals.
- Support and participate in strategic planning initiatives and performs other duties as assigned.

#### **Required Qualifications:**

- Master's degree or higher from an accredited institution.
- Five (5) years of progressively responsible, full-time administrative experience in higher education (community college preferred). This must include at least three (3) years of direct administrative oversight in Workforce Development and/or Career and Technical Education (CTE).
- Documented experience teaching in a higher education environment.
- Proven ability to manage and prioritize existing resources through strong fiscal stewardship, coupled with a track record of strategically generating new revenue or resource streams.
- Demonstrated success in leading high-capacity teams, with a deep understanding of higher education operations, complex organizational structures, and the principles of shared governance.
- Exceptional interpersonal and communication skills.

#### **Preferred:**

- Five (5) or more years of senior-level leadership experience within a community college setting, specifically focused on the advancement of workforce and CTE initiatives.
- Demonstrated success in the collaboration, creation, and promotion of workforce programs that meet the needs of local and regional economies.
- Proven experience in successful grant writing, coupled with the ability to manage post-award oversight, compliance, and reporting.

#### **Notes on Qualifications:**

- To be considered for this role, applicants must meet all listed minimum requirements. We strongly encourage candidates who also possess any preferred qualifications to clearly highlight these within their resume or cover letter, detailing their relevance to the position.

**Additional Eligibility Requirements:**

- Arizona Driver's License or equivalent

**Classification:**

- Exempt

**Position Type & Work Schedule:**

- Full-time, 12-month position
- 38 hours per week
- Monday-Thursday, 7:00am-5:00pm
- Work flexible schedule to meet the program, department, and/or institutional needs, which may include Fridays, nights, and/or weekends

**Knowledge, Skills, and Abilities:**

- Knowledge of and ability to interpret, apply, and follow college policies and procedures.
- Knowledge of or ability to maintain organizational structure, workflow, and operating procedures.
- Knowledge of supervisory principles, practices, and techniques.
- Knowledge of executive-level strategic planning processes and the ability to translate institutional priorities into actionable operational objectives.
- Knowledge of regional and national labor market trends, specifically within healthcare, advanced manufacturing, and AI.
- Skill in current technologies and word processing, database, presentation, and spreadsheet software, specifically Microsoft Office applications, Windows, college system platforms, software, and applications especially those specific to the department operations.
- Skill in building and successfully maintaining high-stakes partnerships with government officials, healthcare and workforce executives and administrators, and community stakeholders.
- Skill in securing and overseeing alternative funding sources including federal, state, and private grants.
- Ability to complete all departmental and/or institutional mandatory training or development.
- Ability to organize, prioritize, follow multiple projects and tasks through to completion, with close attention to detail.
- Ability to work independently and contribute to a collaborative team environment.
- Ability to lead the development of rapid-cycle, quality-assured curricula that meet both academic rigor and industry certification standards.
- Ability to interpret and navigate workforce trends at the regional, state, and national levels
- Ability to communicate effectively, verbally, in writing, and in a public setting, and to relate to others in a professional manner.
- Ability to be flexible and supportive, positively and proactively assimilate change in rapid growth environment.
- Ability to maintain confidentiality of protected information and follow FERPA and privacy guidelines.
- Ability to design and manage diverse financial models, including non-credit pricing, cost-recovery strategies, and public-private partnerships.
- Ability to provide executive-level leadership by aligning departmental goals with institutional priorities, fostering a culture of accountability, and empowering high-performing teams to meet complex workforce development targets.
- Ability to effectively lead multi-level or scale initiatives.
- Ability to adapt and maintain professional composure in emergent situations.
- Ability to demonstrate integrity, professionalism, and civility in all job-related actions.
- Ability to analyze problems, identify solutions, and take appropriate actions to resolve problems using independent judgment and decision-making processes.
- Ability to establish and maintain positive, effective, and collaborative relationships with individuals at all levels of the organization, students, and the public.

**Work Environment:**

- Inside office environment with normal noise and lighting levels
- Work is performed in an open office environment with staff contact and interruptions
- Work environment may include various locations across the service district, with varying noise levels, indoor and/or outdoor locations as needed to support program, department or institutional needs

**Physical Demands:**

- Prolonged periods sitting at a desk and working on a computer
- Prolonged periods of standing and/or walking
- May lift, carry, push, and/or pull, at times a minimum of 10 pounds
- Occasionally stoop, bend, kneel, crouch, reach, and/or twist

**Travel:**

- Required to travel to other locations using various modes of private, commercial, or fleet transportation, and as needed to support program, department and institutional needs

**Position Details:**

- Location: Yuma Campus
  - Benefits Eligible
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**APPLICATION PROCEDURE:**

The following materials must be uploaded at the time of application. Any materials submitted via e-mail, fax, or mail will not be accepted. Applications missing any of the below requirements will be considered incomplete and will not be reviewed.

**1. Completed Online Application****2. Résumé/Curriculum Vitae (CV)**

Applicants must submit a current Résumé/Curriculum Vitae (CV) not to exceed five (5) pages. The CV should highlight both leadership experience and professional qualifications, including (but not limited to):

- Executive or senior-level leadership roles
- Program development, innovation, or transformation initiatives
- Workforce development and industry partnerships
- Fiscal, operational, or strategic oversight experience
- Community, employer, or regional engagement
- Academic credentials and professional accomplishments

**3. Leadership Letter of Application**

Applicants must submit a single Letter of Application, not to exceed three (3) pages, that combines elements of a traditional cover letter and a leadership statement. The letter should clearly address:

- The candidate's interests in the position
- Relevant experience and professional qualifications
- Leadership philosophy and approach
- Perspectives on advancing workforce education, student success, and regional impact at Arizona Western College

**4. Unofficial University Transcripts****5. Professional References**

Each reference must include the individual's name, title, organization, phone number, and email address.

Applicants must provide seven (7) professional references, which should include a representation of supervisors, direct reports, colleagues, faculty, and staff partners from current or previous institutions.

**ADDITIONAL DETAILS:**

- The statements in this posting describe the general nature, level, and type of work performed by the individual(s) assigned to this classification and are not intended to be an exhaustive list of all responsibilities, demands, and skills required of personnel so classified.
  - The institution and its designated representatives reserve the right to add, delete, or modify any and/or all provisions of this description at any time as needed without notice
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**ADDRESS INQUIRIES TO:**

Arizona Western College

Human Resources

Phone: (928) 344-7505 / FAX: (928) 317-6001 / TTY: (928) 344-7629

Email: [EVPSearch@azwestern.edu](mailto:EVPSearch@azwestern.edu)

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