



Title: Manager, School Channel Partnerships

Standard Hours: 40

Primary Location: Home Office

Reports to: Vice President, Business Development

Job Description

The Manager of School Channel Partnerships plays a vital role in enhancing and solidifying the Student Choice brand, as well as our credit union brands, with select colleges and universities and their financial aid offices. This individual must be well-versed in the federal loan program and be adept at communicating our partner brand offerings to undergraduate, graduate and professional schools across the country.

In this capacity, the Manager will take the lead in developing strategic partnerships between undergraduate, graduate and professional schools and our extensive network of over 300 credit union partners. These partnerships will focus on providing low-cost financing solutions and a comprehensive suite of banking services that support students throughout their academic journeys and beyond. Collaborating closely with the business development team, this role will identify and engage credit unions interested in promoting their private student loan programs through this channel. By participating in a variety of initiatives, the Manager will strengthen relationships among credit unions and colleges, fostering a collaborative environment that benefits all stakeholders involved.

Responsibilities

- Stay informed on federal student loan programs and university financial aid practices to effectively communicate key developments to our credit union network along with elevating visibility of credit unions and Student Choice to financial aid and enrollment offices.
- Maintain comprehensive knowledge of market trends effecting student loan financing, including competitive offerings from other financial institutions, and communicate relevant insights to Student Choice management and when applicable credit union partners to enhance strategic decision-making and program development.
- Lead the establishment and cultivation of partnerships between graduate and professional schools and our network of credit union partners.
- Work closely with the Business Development team to identify and engage credit unions interested in promoting their private student loan programs through the school channel.
- Participate in and lead initiatives aimed at enhancing partnerships and improving product and services for students and educational institutions.
- Organize the participation of Student Choice and represent the CUSO at industry events to increase visibility of the Student Choice brand and the brand of our credit union partners and foster engagements with key school stakeholders.
- Monitor partnership performance metrics and provide regular reports on progress, challenges and

- opportunities for improvement.
- Act as a liaison between internal teams and school channel partners ensuring alignment on goals and objectives
- Oversee the process of responding to school issued preferred lender list RFIs and RFPs and ensure that responses are complete, comprehensive, and provided on time and within the assigned deadline.
- Manage the implementation and updating of credit union profiles on ELMSelect and Fast Choice for electronic lender lists.
- Maintain all relevant school interactions on Student Choice's CRM system.
- Contribute to team through effort, positive attitude, and willingness to go beyond requirements
- Perform additional related duties and projects as requested.

Qualifications:

- Three to five years' experience in graduate/professional financial aid position.
- Conversant with financial aid practices and a familiarity of loan processing (e.g. ELM).
- Proven experience in growing a book of business.
- Excellent relationship skills to build collaborative partnerships
- Customer focused
- Strategic thinker and problem-solver
- Clear and articulate communicator with strong personal presence who establishes credibility with internal and external customers.
- Self-motivated and able to track, prioritize, and ensure completion of multiple concurrent tasks.
- Organized, with keen attention to detail and follow-up.
- Proficient with Microsoft Office Suite (Outlook, Word, Excel, PowerPoint).
- Bachelor's degree in business, finance, marketing or economics, preferred.

Work Conditions

- Sitting for extended periods of time.
- Dexterity of hands and fingers to operate a computer keyboard, mouse, and other devices and objects.
- Physically able to participate in training sessions, presentations, and meetings.
- Travel approximately 50% to meet with credit union partners, college administrators and management.