

Employment Opportunity

President & Executive Director Wisconsin School of Business Center for Professional & Executive Development



CENTER FOR
PROFESSIONAL
& EXECUTIVE
DEVELOPMENT

Please apply on our website:

<https://www.qtigroup.com/job-posting/president-executive-director/BH519764912>

ABOUT THE ORGANIZATION



[The Wisconsin School of Business Center for Professional & Executive Development](#) has exclusively retained [The QTI Group](#) to lead the search for its next President & Executive Director.

For over 75 years, the Wisconsin School of Business Center for Professional & Executive Development (CPED) has empowered individuals and organizations through immersive, hands-on learning experiences and custom development solutions. Known for its strong reputation and commitment to excellence, CPED delivers premium, high-impact programs that drive long-term growth, transformation, and strategic success. By partnering closely with clients to understand their unique needs, CPED blends coaching, consulting, and development programs to create tailored solutions that foster sustainable change. CPED is also the home of the Family Business Center ... an organization specializing in addressing the unique needs of small and large family businesses.



CPED is an independent 501(c)(3) organization affiliated with the Wisconsin School of Business (WSB).

CPED's Competitive Advantage

CPED lives at the intersection of world-class research and seasoned practitioner experience. Its association with the Wisconsin School of Business and its formal partnership with such leading assessment firms as Human Synergistics provide CPED with evidence-based content. CPED's bench of instructors, with decades of practical experience, ensures immediate application of any learning.

CPED's vision and expectation is that "Any organization in the midst of a business transformation and any person in the process of a professional transition benefits from a lifelong relationship with the Center for Professional & Executive Development." CPED's primary interest is in the success of those transformations and transitions.

CPED enjoys remarkable brand recognition in the State of Wisconsin and throughout the Midwest. This provides CPED with access to a wide range of businesses and learners who happily call CPED their business partner.



ABOUT THE OPPORTUNITY



The Wisconsin School of Business Center for Professional & Executive Development (CPED) is seeking a strategic leader to serve as its next President & Executive Director. As the chief executive, this individual will shape and drive the Center's mission to deliver transformative learning experiences that empower professionals and organizations to thrive. This leader will be responsible for crafting and executing strategic initiatives that expand CPED's impact and relevance in a rapidly evolving business landscape. The President & Executive Director will serve as an ambassador for CPED, building and nurturing strategic relationships with key stakeholders, including the Wisconsin School of Business, corporate clients, and community partners.

Key Responsibilities:

Strategic Leadership

- Work with the Board of Directors and staff to develop and implement the organization's strategic plan.
- Provide strategic leadership in enhancing CPED's visibility and managing high-impact relationships to reinforce organizational credibility and expand influence across key stakeholder groups.
- Provide operational leadership with a focus on excellence by regularly assessing organizational performance and adjusting the strategic plan to ensure continued alignment with goals and impact.
- Drive strategic growth by identifying new opportunities for expansion and crafting actionable plans to pursue them.
- Ensure that the organization's programs and activities align with the strategic plan and the organization's mission and values.

Product Development & Industry Oversight

- Oversee and expand executive education offerings by leveraging industry insights to drive innovation and adapting delivery strategies for hybrid and online formats to meet evolving market demands and resonate with diverse audiences.
- Stay ahead of market trends by understanding how clients engage with learning solutions and experiment with new business models to expand reach and impact.
- Ensure programs are delivered with excellence and in full compliance with accessibility, legal, and ethical standards, working closely with the Senior Director of Client Experience to manage day-to-day operations and maximize mission impact.
- Accountable for achieving product outcomes using data and feedback from stakeholders to adjust and make improvements as needed.

Business Development, Sales & Marketing

- Partner with the Director of Business Development & Strategic Partnerships to develop and lead a comprehensive revenue, marketing, and communications strategy that secures major client accounts, enhances organizational visibility, and aligns with the mission and long-term goals.
- Cultivate and maintain high-impact relationships with clients and key stakeholders.
- Ensure that the organization is profitable and generates the appropriate level of revenue to meet its annual goals and expand its mission reach and impact.
- Serve as a visible ambassador for the Center by shaping and maintaining its brand and messaging across all channels, representing the organization at public events, and actively promoting strategic partnerships across Wisconsin and the Midwest to enhance reach, reputation, and impact.

Team Development & Leadership

- Model and promote the organization's values by leading with integrity, safeguarding the culture, setting a high standard for ethical behavior, honest communication, and transparency.
- Build and lead high-performing teams that value collaboration, shared accountability, and continuous improvement.
- Coach and develop team members through regular feedback, performance evaluations, and personalized development plans, while guiding them through change with encouragement, adaptability, and respect for their ownership of responsibilities.
- Lead and manage senior leaders across the organization, providing mentorship and strategic direction.

Financial Management

- Partner with the Director of Finance to oversee the organization's financial management and annual budgeting process, ensuring fiscal responsibility, alignment with strategic priorities, and long-term sustainability through effective monitoring of revenue and expenses.
- Ensure that financial reports are accurate and provided to the Board of Directors in a timely manner, collaborating with the Director of Finance to provide detailed financial analysis and reporting as needed.
- Review with the Board of Directors and other stakeholders opportunities for revenue growth and cost savings, while also ensuring that the organization remains financially stable and sustainable for the long term.
- Maintain current knowledge of best practices in nonprofit financial management and ensure compliance with all relevant regulations and policies.

Board Relations

- Collaborate with the Board of Directors to ensure that CPED is fulfilling its mission.
- Provide regular updates to the Board of Directors regarding the organization's operations and performance.
- Work with the Board of Directors to develop and implement policies and procedures that support the organization's mission and goals.
- Collaborate with the Board of Directors to assess board composition, identify skill gaps, and lead strategic recruitment efforts to strengthen governance and organizational leadership.

Position Requirements:

- Extensive experience with designing and delivering professional and executive programs and/or purchasing professional and executive programs in business settings.
- Demonstrated knowledge of nonprofit financial management and budgeting, with experience overseeing budgets exceeding \$5 million, ideally with full P&L responsibility.
- Experience leading organizations of 25+ employees.
- Proven experience in strategic, financial, and business acumen with the ability to lead cross-functional teams and drive organizational performance and growth.
- Demonstrated success in business development and sales, with the ability to build relationships, engage buyers, and contribute to revenue growth.
- Strong ability to lead through influence in complex, matrixed environments, driving alignment and collaboration across diverse teams and stakeholders.
- Strong leadership, communication, relationship building and interpersonal skills for business development and growth.
- Passion for CPED's mission and values.
- Background in general management, including oversight of core business functions such as sales, marketing, human resources, IT, and administrative operations, preferred.
- Experience working with or serving on boards, with an understanding of governance best practices and board engagement, preferred.
- A graduate degree, preferred.

APPLICATION & SELECTION PROCESS



The Wisconsin School of Business Center for Professional & Executive Education has exclusively retained **The QTI Group** to lead the search for its next **President & Executive Director**. The QTI group is a comprehensive human resources advisory services firm founded in 1957. QTI is headquartered in Madison, WI.

Location: Greater Madison Area.

Target Start Date: January 2026.

Compensation: This position offers a competitive compensation package, including incentive-based earnings, commensurate with experience and qualifications, along with a robust total rewards and benefits package.

For more information, please contact:

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Apply Online: <https://www.qtigroup.com/job-posting/president-executive-director/BH519764912>

Application Deadline: Thursday, October 30th, 2025, at 4:00 pm.

ABOUT THE GREATER MADISON AREA



The position is located in Madison, Wisconsin. Madison anchors a thriving economic region of over 536,000 residents, which includes the state capital, a world-class research university the University of Wisconsin - Madison, and growing technology and research industries. Madison earned the number one spot on [Livability's "Best Place to Live in America"](#) for both 2021 and 2022.

Madison is a rare combination of thriving businesses, progressive government, rich culture and advanced education - all in a setting of rare natural beauty. Surrounded by five lakes, laced with bike trails, and enlivened with numerous parks and green spaces, the area offers countless opportunities to enjoy a balanced lifestyle in a dynamic Midwestern city.

Watch this [short video](#) to capture the true essence of Madison, WI or for more information on life in the Madison area, please visit: <https://www.visitmadison.com/media/fun-facts/>.