

## **JKL Partners LLC**

*Excellence in Executive Search*

### PRINCIPAL ASSOCIATE EDUCATION

Bethesda, MD or Cambridge, MA

#### The Position

The Principal Associate serves in a leadership position and is responsible for the timely and successful execution of research and evaluation projects and the development of new business related to education. S/he will oversee a portfolio of research projects and lead the development of new business with federal and other clients within their area/s of expertise. Responsibilities include building strong teams, managing client relationships, leading the development of new business, and recruiting and maintaining senior talent to execute projects and continue to grow the division. The Principal Associate will ensure the application of sound methodologies, analytical, and research techniques to all research projects. S/he will advocate the notoriety of the group's experience and expertise through continued publications, reports, and presentations at conferences and other professional meetings. S/he will proactively recruit senior staff and thus solidify the organization's ability to meet challenging objectives.

#### Skills Prerequisites and Qualifications

The successful candidate should be an established professional with a national reputation in leading education studies for federal government, foundations, and/or state and local agencies. They should have an established client base at relevant federal agencies and a track record of overseeing both the technical and administrative aspects of federal studies. The successful candidate should have strong entrepreneurial skills and a strategic vision for growing their practice area with demonstrated success in developing research proposals and winning contracts/grants from federal and other clients.

S/he must have substantive recognized expertise and experience in one or more of the following areas: STEM education, higher/graduate education, education reform initiatives, teacher training, disadvantaged students or other areas in education policy – and be a recognized expert in their field with a strong record of publications, reports, and presentations at conferences and professional meetings. Other qualifications include strong methodological, analytical, research, and writing skills. Excellent leadership skills at both a project and group level are required with an ability work in a collaborative environment.

The successful candidate must have a track record of managing the work of junior-staff and interacting with a variety of funders and clients. Other qualifications include possessing an entrepreneurial approach to business development and marketing demonstrated by success in developing research proposals and winning contracts/grants from federal/other clients, passion about their work, and the ability to motivate and inspire a focused successful team.

## **JKL Partners LLC**

*Excellence in Executive Search*

### Minimum Qualifications

Candidates must have a Masters with a minimum of 15 years of experience or a Ph.D. with a minimum of 10-15 years of experience. Preferred is a Ph.D. in one or more of the following areas: public policy, sociology, human development, economics or a related field.

### The Company

The Company is a mission-driven, global leader in research and program implementation in the fields of health, social and economic policy, and international development. Known for its rigorous approach to solving complex challenges, it was ranked 19th among the top U.S. research organizations and as one of the top 25 global research firms in 2010. The employee-owned company has multiple offices in the U. S. and program offices in nearly 40 countries. It is one of the largest government and business research and consulting firms in the world.

The Social and Economic Policy (SEP) Division has helped shape public policies benefiting millions of Americans through research and technical assistance aimed at improving the efficiency and effectiveness of government programs. Their contributions to public policy—at the national, state, and local levels—span a wide range of program areas, including housing, community revitalization, education, workforce development, income security, food assistance programs, and programs that support children, youth, and disadvantaged families.

### Compensation

The compensation is competitive and includes base, bonus and benefits.

For further information or application please email – [jlucarelli@jklpartners.com](mailto:jlucarelli@jklpartners.com).