

Education

M.S. Management and Organization (Leadership)

Capella University

B.A. Social Work, Psychology, and Sociology

Dana College

**Present
Position**

Director of Business Development

2019 – present

Provide strategic direction to grow existing business and capture new opportunities. Build relationships, oversee proposal development, lead cross-functional teams, manage existing and new partnerships and evaluate company business goals.

Managing Associate, edCount, LLC

2019 – present

Direct and lead management of projects and project teams. Provide corporate leadership within the firm. Add value to the work of project directors by contributing expertise and guidance regarding substantive work, client support, and contracts. Develop and maintain strong client relationships and identifies contracting or partnering opportunities. Review work plans, deliverables, and proposals for technical quality and rigor. Manage teams to consistently produce deliverables on deadline that meet the standard of quality set by edCount and the client. Oversee and contribute to the preparation of high-quality reports and other outputs.

Projects

Education Analytics Development of the Actionable Data System Initiative

(ADSI) – Serve as Project Director. Led the planning and execution of work including development of Theory of Action, recruitment of educator panelists, facilitation of practitioner panels to gather information from educators on how they integrate assessment data into instruction and to gather information and feedback from educators on a draft Concept Map and Education Analytics' tools.

New York State Assessment Development – English Language Arts and

Mathematics – Provide leadership as project director. Oversee management of project resources through temporary resource approval and delegation of roles and responsibilities. Provide overall assessment advising to determine alignment between academic content standards and test items, blueprints, and operational forms. Oversee all internal team meetings. Foster client engagement through regular interaction and communication. Manage project budget and contract. Direct facilitation of all teacher training, both virtually and in-person.

**Professional
Experience**

Vice President State Solutions, Questar Assessment

2016 – 2019

Set business strategies for assigned territory with state departments of education. Responsible for business development and contract management of large-scale assessments; included customer engagement and consultative sales, proposal development in response to RFPs, legislative updates and policy. Indirect oversight of the day to day execution of multi-million-dollar

accounts/projects delivered by large multi-disciplinary teams; included oversight of contract management, IT, customer service, program quality, procurement, HR, sub-contractors, publishing, operations and client management. Cultivated enduring customer relationships.

Vice President and Director of State Services, Pearson

2008 – 2016

Led the day to day project execution and customer service for large multi-million-dollar accounts. Guided cross-functional teams in the planning and delivery of programs. Collaborated with clients and internal counterparts to manage and execute contract requirements and scope changes. Coordinated interdisciplinary team participation, including IT, quality, procurement, HR, operations, psychometrics, test development, transportation and proposals to create and implement solutions.

Senior Program Manager, Pearson

2001 – 2008

Led the day to day project execution and customer service for large multi-million-dollar accounts. Guided cross-functional teams in the planning and delivery of programs. Collaborated with clients and internal counterparts to manage and execute contract requirements and scope changes. Coordinated interdisciplinary team participation, including IT, quality, procurement, HR, operations, psychometrics, test development, transportation and proposals to create and implement solutions.

Support Services Manager, Pearson

2000 – 2001

Guided the talent management of a 40-50-person project management team – responsible for the day to day operations of contract fulfillment and customer service. Led the facilitation of the corporate project delivery model to a matrix organization. Managed department budget and monitored annual performance plans. Collaborated as part of cross-departmental teams to develop process improvements.

Staff Development Specialist, GC Services

1999 – 2000

Partnered with managers to develop personnel management strategies, including employee performance documentation, performance reviews, and coaching to facilitate leadership development of managers and supervisors in call centers nationwide. Worked with external consultants on Servant Leadership to complete an organization leadership analysis. Established, monitored, and tracked employee goals.

Youth Leadership Program Director, Sixth Judicial District Department of Correction

1994 – 1999

Designed and implemented new comprehensive youth development program in conjunction with 30 community agencies including AmeriCorps. Provided

oversight for day to day operations at multiple sites. Determined and documented appropriate policies for operational sites. Integrated an educational and training curriculum for program participants and personnel. Created and cultivated strategic partnership with the University of Iowa Athletic Department, public school districts, area businesses, and non-profit organizations. Successfully expanded program from 30 to more than 300 youth and from one community to four communities.

**Professional
Affiliations &
Organizations**

Board of Directors, Linn County Rural Electric Cooperative

Seeds of Faith Lutheran Church (pianist)

**Publications &
Presentations**

Publications

Rose, L. *Tuesday's with Pearson*.

Presentations

Rose, L. *Non-Profit and Philanthropic Organizations*. Presentation at the Iowa Community Education Association Annual Conference, University of Iowa College of Law.

Rose, L. *America's Promise...Iowa Style*. Presentation at the Iowa Summit on Volunteerism.

Rose, L. *Sacred Work: Mentoring Our Clients Mentoring Each Other*. Presentation at the Iowa Corrections Association.

Rose, L. Presentation at "Working with America's Youth" National Conference in Pittsburgh.

Rose, L. *Kaleidoscope of Learning*. Presentation at the School and Community.