

Mark Lazar

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Executive Summary

Senior international education expert with over 25 years of experience designing and implementing innovative initiatives for young people from across the globe. Recognized leader with proven expertise in business development, strategic planning, new program design and development. Experience working with a wide variety of global stakeholders, managing complex operations and cultivating powerful communities of partners to strengthen impact.

Core Competencies

- International Education
- Project Design
- Strategic Development
- Business Development
- Program Management
- Stakeholder Collaboration
- Partnership Building
- Scholarship Management
- Oral/Written Communications

Key Qualifications

- 25+ years of experience in international management positions, including 15 years of senior leadership at the Institute of International Education (IIE), leading global teams and managing \$100M+ in annual budgets.
- Entrepreneur and innovator leading a successful consulting practice assisting higher education institutions and organizations to design and develop new international initiatives.
- Designed, developed and oversaw 25+ major programs leveraging strong project, administrative and financial management skills to deliver results.
- In partnership with diverse stakeholders, helped create and enhance several pioneering international initiatives, including NYU Abu Dhabi, Schwarzman Scholars Program, GE Foundation Scholar-Leaders and many others.

Experience

President and Co-Founder | Open World Solutions | New York, NY | 2018 – Present

- Advise companies, non-profit organizations and academic institutions on growth strategies by leveraging international education, strategic planning, program management, and partnership cultivation expertise
- Conduct global due diligence and market analyses to identify key opportunities for international partnership and growth
- Synthesize partner and client needs and priorities into coherent business and strategic plans to build strong institutional infrastructures promoting success
- Clients include the Central European University, NYU Abu Dhabi, World Learning and Meridian International.

Institute of International Education | New York, NY | 1994 – 2018

Vice President and Chief of Client Engagement, Private Sector & Academic Institutions (2016 - 2018)

- Oversaw and monitored IIE global programs, leading project management and client relations with government agencies, corporations, foundations and educational institutions
- Coordinated with program, communications and business development teams to market IIE's impact to potential donors, strengthening organizational brand awareness
- Spearheaded new international scholarship and grant initiatives in collaboration with global team members, business development teams, advisory board members and external partners
- Cultivated diverse teams and promoted collaboration, developing talent across the Institute
- Served on the senior executive team providing strategic leadership to the organization

Vice President, Global Scholarship and Learning Programs (2010 - 2016)

- Managed strategic direction and daily operations for a division of 40 employees, including 7 high-level direct reports as well as a \$100M+ annual budget by bolstering current programs and building new opportunities
- Incorporated partner and donor priorities and current trends to design and develop \$30M in education programs focusing on workforce development needs including entrepreneurship, STEM and global leadership
- Collaborated with Ford Foundation, Hewlett Foundation, Rockefeller Foundation and others to develop IIE's Travel and Learning Fund program to improve donor grant management processes
- Launched partnerships with New York University (NYU) and Schwarzman Scholars Program identify to attract highly competitive global candidates for global leadership education programs

Vice President/Deputy Vice President, Scholarship Programs & International Operations (2005-2010)

- Oversaw 13 departments with 150+ staff, scaling IIE's operations in 12 countries. Tripled international revenues in 5 years by increasing donor giving and streamlining organizational operations
- Developed trainings and communication infrastructure to increase collaboration between field offices and headquarters, reducing administrative and bureaucratic bottlenecks, improving programming quality
- Spearheaded and implemented new programs by cultivating relationships and drafting proposals for major initiatives with 5+ new donors including State Department, Alcoa and GE Foundation.

Executive Director, Scholarship and Training Programs (2003-2005)

- Led and managed division of 25 staff with a \$40M+ budget, developing and implementing specialized programs serving 3,000+ professionals, educators and students
- Built and strengthened relationships with foundation and corporate sponsors by aligning donor needs with program activities increasing revenue by \$20 million

Director, International Operations (2001-2003)

- Oversaw strategic direction for 12 country offices by coordinating with program units as well as finance and administrative teams to build infrastructure for scalable growth, bringing in \$10M+ in new business
- Expanded IIE footprint in key markets, including India and Africa by cultivating relationships with sponsors and local officials, managing legal compliance issues, and developing optimal programming for IIE clients

Assistant Director, Development (1998-2001)

- Led IIE's business development efforts with foundations, corporations and private sector partners.
- Wrote successful funding proposals from GE, Ford Foundation, Niarchos Foundation and many others totaling more than \$10 million.
- Contributed to organizational fundraising efforts, including individual giving, major gifts and event management.

Previous Experience

Regional Director, Central and Eastern Europe | IIE | New York, NY | 1995 –1998

Assistant Director, Central and Eastern Europe | IIE | New York, NY | 1994 –1995

Program Coordinator | The Soros Foundations | New York, NY | 1992 - 1993

Program Coordinator | The Central European University | Budapest, Hungary | 1991 – 1992

Education

Masters in Urban Planning, New York University, New York, NY

Master of Arts, European History, Columbia University, New York, NY

Bachelor of Arts, History (With Honors), University of Wisconsin, Madison, WI

Languages

Languages: English (Native), Hungarian (Advanced), German (Basic), Spanish (Basic)