
JOE JOBSCAN

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PROFESSIONAL EXPERIENCE

Our Life Inc., Seattle, WA

June 2012-March 2020

President & CEO

Innovative self-starter who founded and provided strategic direction, business development, and program leadership for international homestay service organization. MIF has placed and hosted more than 1250 students from 24 countries nationwide. Built global corporate partnerships to collaborate with educational agencies and institutions. Lead 5 department heads with a total of 170 full-time and contract staff in an industry requiring high standards for regulatory compliance, safety and round-the-clock customer service excellence. Leveraged extensive personal international residency to articulate vision, effectively bridge cultural gaps and rally a diverse set of stakeholders.

- Conceptualized and led development of business with no external financing to generate gross revenue of \$7.5M and growing. Positioned company for procurement of rigorous J1-designated sponsor through US Department of State.
- Capitalized on residency in 4 countries to lead business strategy, developing a partnership in 106 schools in 24 countries, and developed operational policies for international student homestays.
- Oversaw strategic human resource efforts to promote employee engagement. Reached Gallup's top 10% in Employee Engagement based on the Q12. Led onboarding and training curriculum development.
- Created 501(c)3 non-profit J1 student exchange program, collaborating with State Department to ensure compliance, establishing risk management protocols for J1 student exchange.
- Spearheaded automation efforts of proprietary CRM system that proactively matched students with a growing database of 3900 homestay profiles to increase efficiency. Worked directly with vendors and engineer design team.
- Oversaw expansion, and cost effective change management efforts including product adoption across cultural exchange, English language immersion, academic years, teaching abroad, and camps.
- As a thought leader, led presentation at ISPC conference and trained international coordinators, teachers and host families for schools and agencies.

Seattle Consulting, Inc., Chicago, IL

Sep 2011-June 2012

Senior Educational Consultant

- Ranked in top 10% of producers in commercial sales cohort.
- Managed 107 client districts. Increased revenue 75% while improving visibility by 53%. Grew yearly revenue by increasing renewals 26%.
- Used field sales experience to influence corporate strategy towards a focus on employee development, stakeholder management and analytics to drive business solutions across districts.
- Represented company as subject matter expert in presentations on talent selection, development and engagement presenting at NASBE and AASA (School Superintendents Association) conferences.

Recruiting USA, Seattle, WA

May 2009-Sep 2011

Program Manager | Regional Coordinator

Hired to revitalize small business logistics of after-school tutoring services in Illinois with operational, instructional and project management oversight. Built relationships in 10 new target markets. Delivered executive presentations. Negotiated contracts, managed human resource allocation and was responsible to manage budgets.

- Led recruitment, hiring and performance management of 168 contract tutors and site managers. Responsible to develop training programs, establish performance metrics and ensure employees were meeting strategic goals.

- ISAT score increase of 17.1% in reading / writing and 19.6% in math over non program participants.
- Established new income stream of \$1.4M by on boarding and managing enrollment of 900+ new students in 31 underperforming schools across 11 districts. Modeling new talent development techniques mixed with online training modules and in person training which were replicated across company.

EDUCATION

Seattle University, Seattle, WA: Master of Business Administration	Sep 2007-Apr 2009
North Seattle College, Seattle, WA: Bachelor of Arts in Education	Sep 2000-Jun 2004