



# Chief Expansion Officer (CXO)

## Job Description & Advert

<b>Position Title:</b>	Chief Expansion Officer (CXO)
<b>Location:</b>	Budapest, Hungary, with frequent travel within the EU
<b>Position Type:</b>	Full time
<b>Reports to:</b>	CEO of Milestone Institute

**About Us:** Driven by the personal conviction of its founders that an internationally competitive and socially just society cannot exist without rethinking the role and mission of education, Milestone Institute has grown into an internationally recognised brand in K-12 education and a value-driven education services group since its foundation in 2010.

Milestone Institute has been a leader in personalised secondary education, offering internationally recognised English-language programmes that foster intellectual development and academic immersion. Empowering over 400 students annually to excel in their chosen academic areas, the Institute cultivates independent thinking and success, establishing itself as the market leader in Hungary.

Milestone Institute also provides consultancy services through its Solutions Lab spin-off, dedicated to delivering groundbreaking educational concepts and internationally recognised innovative solutions to K-12 and higher education institutions. With a proven and internationally acclaimed track record, the Institute has demonstrated consistent success in its educational endeavours.

In addition to its educational programmes, Milestone Institute is launching an EdTech spin-off, investing significantly in research and development to enhance learning experiences.

The upcoming schedule includes the opening of new international hubs, starting with Milan, Italy in May 2025. This expansion underscores Milestone Institute's commitment to broadening its impact and delivering high-quality education on an international scale.



### **Achievements:**

**1300+** alumni.

**2500+** offers from QS Top 100 universities.

**180+** offers from the Universities of Oxford and Cambridge.

**30+** offers from Ivy League universities (between 2016 and 2023).

### **Our Mission and Culture:**

We aim to act as a **catalyst for societal progress** by training future intellectuals, scientists, professionals, and leaders. Our core values include the pursuit of the common good, leadership through excellence and integrity, crossing borders, fostering creativity and innovation, and balancing tradition with future growth — all with a touch of humour and mischief.

### **Role Overview:**

The **Chief Expansion Officer (CXO)** will spearhead our international growth, starting with the launch of our new hub in Milan, Italy in May 2025. This key leadership role involves crafting and executing expansion strategies, managing financial aspects, and ensuring operational excellence. The CXO will act as the external face of Milestone Institute, building brand awareness and establishing new institutes across Europe.

### **Key Responsibilities:**

- Develop and implement expansion strategies.
- Manage financial and operational aspects of new locations.
- Manage and collaborate with key external stakeholders.
- Build and lead local leadership teams.
- Foster a customer-focused and proactive culture.
- Act as a brand ambassador in new markets.

### **Qualifications:**

- 5+ years of experience in international business development.
- Strong track record in successfully implementing go-to-market strategies in more than one country.
- Experience building high performing teams and organisations.



- Knowledge of the international private education market.
- Entrepreneurial mindset and willingness to take calculated risks.
- Strategic thinker who excels in implementing strategies and is outcome-focused.

### **Child-Safe Recruitment:**

The Institute is committed to child safe recruitment, selection, and screening practices and has a child safe recruitment policy in place. Thus, we require all applicants to undergo an extensive screening process prior to appointment and provide us with the necessary documents upon contracting (police check, reference person, written declaration). Please note, the Institute may refuse to employ, or terminate the employment of, any person who it reasonably believes may pose a risk to children. The successful applicant will be required to submit the following documents upon contracting:

- Self-declaration related to disciplinary offences relating to children;
- Local police check;
- Child Protection Training.

### **Diversity and Inclusion:**

Milestone Institute is an equal opportunity employer, seeking to recruit and support a broadly diverse community of faculty and staff. Milestone values and celebrates diversity in all its forms and strives to foster an inclusive culture built on respect that affirms inter-group relations and builds cohesion. All qualified applicants are encouraged to apply and will receive consideration for employment without regard to race, religion, colour, national origin, age, gender identity, sexual orientation, disability status.