



University of Findlay®

**University of Findlay
Findlay, Ohio**

Vice President for Enrollment Management

Academic excellence, a transformational education, and a supportive community define the University of Findlay, a private university that serves nearly 4,200 students from 40 countries. Located in what has been ranked as the top micropolitan community in the United States by Site Selection magazine, Findlay provides an ideal living and learning environment for its students and members of the university community.

The University of Findlay seeks a vice president of enrollment management to provide strategic, visionary, and transformational leadership to a team of dedicated professionals and a university with impressive forward momentum. Reporting to the president, the successful candidate will provide oversight for the Enrollment Management Division and implement and manage a comprehensive, data-driven enrollment management plan that will result in clear and measurable enrollment goals for the university. This is an outstanding opportunity for a high energy professional who will create a culture of continuous improvement and counsel and advise the president and president's cabinet regarding enrollment trends and opportunities.

Scope of responsibilities:

The vice president for enrollment management will be responsible for the following:

- Strategic oversight in undergraduate, graduate, transfer, international, and online admissions, financial aid, registration and student records, marketing and communication, and new student orientation.
- Develop, implement, and manage a comprehensive enrollment management plan, including strategies to increase retention and graduation rates.

- Develop, implement, and manage a comprehensive marketing communications plan to address the specific interests and needs of each of the various cohorts of prospective students engaged by the Enrollment Management staff.
- Facilitate the collection, analysis, and reporting of data related to enrollment, financial aid, recruiting, and marketing.
- Set goals, motivate and manage staff, and monitor progress of core functional units.
- Manage and monitor all components of the budget for the enrollment management division.
- Insure all functional areas provide consistent high quality customer service and support to prospective students and their parents, and that all programs managed by the offices within the division meet the highest standards.
- Collaborate with college deans, vice presidents, faculty, staff, and others involved with recruiting, admitting, and enrolling students to insure clear communication and appropriate enrollment management and planning.
- Assure open communication and transparent decision-making with internal and external constituencies.
- Lead communication and outreach efforts with high schools, community colleges, professional organizations and other entities to promote the University of Findlay.
- Remain current on emerging issues that are impacting the marketplace of potential students in each of the recruitment areas within the Division
- Serve as institutional spokesperson on matters related to enrollment.

Qualifications and characteristics:

The university seeks a vice president with enthusiasm, a commitment to a collaborative approach, knowledge of current trends and practices in enrollment management, and a working knowledge of systems and current technologies used to support the work of the division. The successful candidate will hold bachelor's degree (advanced degree preferred) with at least ten years progressively responsible and demonstrated success in higher education enrollment management.

A practitioner of best practices in enrollment management, the vice president will have thorough knowledge of strategies for successful recruitment, marketing and communication, assessment and planning. Excellent interpersonal and public speaking skills are expected.

The University of Findlay

The University of Findlay, led by president [Dr. Katherine Fell](#), serves nearly 4,200 undergraduate and graduate students including more than 600 international students from over 40 countries. Founded in 1882 through a joint partnership between Churches of God, General Conference and the city of Findlay, the University of Findlay has provided a transformational education for over 130 years. The University is known not only for science, health professions, animal science and equestrian studies programs, but also for cultivating the next generation of business leaders, educators and innovative thinkers through a dedication to experiential learning, both in and outside of the classroom. A full description of academic offerings can be found at www.findlay.edu.

The University of Findlay participates in 24 intercollegiate sports: 11 men's (baseball, basketball, cross country, football, golf, indoor and outdoor track, soccer, swimming and diving, tennis and wrestling); 11 women's (basketball, cross country, golf, lacrosse, softball, soccer, swimming and diving, tennis, indoor and outdoor track and volleyball); and two mixed sports, western and English equestrian riding. The University of Findlay is a member of the NCAA Division II and the IHSA .

The University of Findlay consistently earns high marks among the various rankings including *U.S. News & World Report's* annual survey of "America's Best Colleges" for ten consecutive years. UF is listed in the top tier of regional universities in the Midwest and the magazine also ranked Findlay among the Best Colleges for Veterans. The university has also been noted among the best graduate schools for physical therapy, occupational therapy, and physician assistant programs.

In 2012, UF was recognized as one of the best colleges in the nation to work for, according to a survey by the *Chronicle of Higher Education*. The results are based on a survey of more than 46,000 employees at 294 colleges and universities. In all, only 103 of the 294 institutions achieved "Great College to Work For" recognition for specific best practices and policies.

There are nearly 80 acres at the main campus, which includes academic, administrative, and athletic buildings, eight residence halls, 19 townhouse units, 21 cottages, and a number of facilities housing faculty and staff offices. The focal point of Findlay's main campus is Old Main. Constructed in 1883, it is the University's oldest building and houses classrooms, faculty and administrative offices, and an auditorium. The nearby Shafer Library has a robust collection and is complemented by four satellite library locations.

The Findlay campus has been expanded dramatically in the last two decades with the inclusion of five significant new buildings and the acquisition of the former Owens Community College Findlay-area campus. A significant 42,000 square foot addition to the Davis Street Building was recently completed, greatly enhancing the environment for science education at Findlay. Under construction is the 75,000-square-foot Center for Student Life and College of Business building, slated, to open August of 2017. In addition to the main campus resources, the University operates a 42-acre facility on the east side of town, the James L. Child, Jr. Equestrian Complex, containing the English equestrian studies program and University Equine Veterinary Services, Inc. Just south of campus is a University-owned 72-acre farm housing the western riding and pre-veterinary medicine programs. In 2009, the University dedicated the Dr. C. Richard Beckett Animal Science Building on this site, an impressive \$3.7 million facility.

Findlay, Ohio

Nestled in northwest Ohio, Findlay is a small city of 40,000 located on the I-75 corridor. Findlay is the second largest city in northwest Ohio and continues to grow. The city has been designated a “dreamtown” by Demographics Daily, and has been ranked as the top micropolitan community in the United States by *Site Selection* magazine. In addition, Findlay is the only city in Ohio to have been named one of the 100 Best Communities for Young People three consecutive times by America’s Promise Alliance. Findlay is a safe, Midwestern city with friendly people, boasting numerous downtown eateries, unique stores, and coffee shops. Its local hospital was named a top 100 hospital in the country by Truven Health Analytics in 2005, 2011, 2015 and 2016. The community provides many fun and interesting activities sponsored by local parks and community foundations.

Fifteen high-profile Fortune 500 companies have chosen to locate in this well-established “micropolitan” area. Marathon Petroleum Company and Cooper Tire and Rubber Company call Findlay home, and Whirlpool Corporation and Cardinal Health also have significant operations here. In addition to the many U.S.-based companies, seven Japanese companies, two Canadian firms, and three German enterprises are located in Findlay’s world-class business and industrial parks.

Findlay is a vibrant community that has much to offer its residents including low cost of living and strong regional schools. Dozens of campgrounds, established attractions, eight public golf courses, hundreds of specialty shopping locations, and more than 3,000 acres of parks and recreation offer area residents an outstanding quality of life. Several major airports in Ohio as well as the Detroit Metropolitan Wayne County Airport in Michigan serve Findlay.

To Apply

Napier Executive Search is assisting the University of Findlay in their search for the vice president of enrollment management. To arrange for a confidential conversation, please contact Mary Napier (mary.napier@napiersearch.com) or Nancy Benedict (nancy.benedict@napiersearch.com). To apply, please send a resume, a detailed letter of interest, and contact information for three professional references by email to: findlay@napiersearch.com. For assurance of full consideration, please submit application materials no later than Thursday, October 6. All applications and nominations will be considered confidential and notice will be given before references are contacted.

The University of Findlay is an Equal Opportunity Employer/Affirmative Action Employer Male/Female/Disabled/Vet.

