

**VICE CHANCELLOR FOR ENROLLMENT MANAGEMENT**

**UNIVERSITY OF NORTH CAROLINA AT GREENSBORO**

**GREENSBORO, NORTH CAROLINA**

**THE SEARCH**

The University of North Carolina at Greensboro (UNCG), the largest institution of higher education in the Piedmont Triad and one of the most diverse in the state of North Carolina, seeks an innovative leader to serve as Vice Chancellor for Enrollment Management (VCEM). Reporting directly to the Chancellor, the VCEM will work closely with other senior campus leaders to provide vision and leadership for enrollment management. The VCEM will provide critical leadership in meeting the University’s strategic enrollment goals. S/he will lead an integrated and robust enrollment division, overseeing the offices of undergraduate admissions, financial aid, and registrar. The successful candidate will be an experienced and forward-looking enrollment management leader with a track record for growing enrollment, retaining a diverse student body, and executing a vision to achieve institutional goals.

UNCG is a public, coeducational, doctoral-granting, residential university and one of the three original institutions of the University of North Carolina System. The University holds two classifications from the Carnegie Foundation for the Advancement of Teaching — as a “doctoral university with higher-research activity” and for deep “community engagement” in its curriculum, outreach and partnerships. With an enrollment of just over 20,000 students, including 3,600 graduate students, students of color make up almost half of the student body. UNCG is considered one of the most diverse universities in the UNC System and was named to the Obama Administration’s list of the top 15 American institutions helping low income students persist and graduate. The University is known for its inclusive learning community that embodies access, equity, diversity, excellence, student success, and collaboration.

The new VCEM will support the development of a comprehensive, data-driven, and evidence-based strategic enrollment plan for the University. The VCEM will serve as the University’s chief enrollment management leader and administrator, with close collaboration with the Dean of the Graduate School and the Director of International Recruitment and Admissions; advise the University’s administration on all matters relating to student recruitment, enrollment, and retention; and work closely with academic deans and other senior leaders to analyze enrollment-related information and recommend strategies that will contribute to the successful attainment of the University’s overall goals. The VCEM will be expected to unite admissions, financial aid, and the registrar functions around a comprehensive vision and strategy through team building, professional development, and process improvement. The VCEM will focus attention on mentorship and leadership of the team, while also assessing and improving the efficacy of the division and the efficiency of processes and procedures. The VCEM will cultivate a culture that aspires to excellence and promotes values of learning, collaboration, integrity, and impact, and support a coaching culture that engenders continual development and growth. S/he will serve as a mentor and encourage internal communication best practices to ensure coordination between these offices.

This position requires a thought-leader with strategic vision, change-management expertise, and in-depth knowledge of both emerging national trends and issues facing higher education enrollment functions. The new VCEM must be well qualified to motivate and manage staff committed to academic excellence, and to develop and implement innovative enrollment strategies that involve the entire university.

UNCG has retained Isaacson, Miller, a national executive search firm, to assist in this critical recruitment. All inquiries, nominations, referrals and applications should be directed in strict confidence to: Alycia Johnson ([ajohnson@imsearch.com](mailto:ajohnson@imsearch.com)). Electronic submission of application materials is strongly recommended at: <https://www.imsearch.com/search-detail/S7-091>. *In adherence to the UNCG Policy on Discriminatory Conduct, the University has been and will continue to be committed to the equality of employment opportunities and does not discriminate against applicants or employees based on race, color, national origin, religion, gender, age, disability, creed, veteran’s status, political affiliation, or sexual orientation.*