



Loyola University New Orleans **Director of Admissions**

THE OPPORTUNITY: Loyola University New Orleans invites applications for its Director of Admissions position. The Director of Admissions is a key member of the Enrollment Management team and, together with two other senior staff, will serve as an advisor to and collaborator with the new Vice President for Enrollment Management. The Enrollment Management team will work in concert to create a robust strategic plan for the next five years. Supervising 15 professionals, the Director should be “ambitious for the institution” with experience in leading a team in successfully setting and achieving enrollment goals. As part of a campus-wide commitment to grow recruitment efforts, the Director will build on past success, bring new ideas to Loyola, and will confidently lead initiatives to increase enrollment and sustain academic profile by developing, implementing, and executing dynamic recruitment and admission strategies for undergraduate students. The Director will fully contribute in recruitment efforts through the management of his/her own geographic territory.

DESIRED QUALIFICATIONS: The successful candidate for Director of Admissions should possess:

- Detailed-oriented focus to implement and achieve over-arching goals
- Demonstrated ability to manage, motivate and lead staff with an eagerness to support and mentor direct reports
- Progressive responsibility and proven success in recruitment of domestic first-year and transfer students
- Understanding and experience in recruiting international students is desired

- Demonstrated knowledge and application of current recruitment issues and practices directed toward the successful enrollment of undergraduate classes
- Demonstrated experience in cultivating diverse prospect populations
- Acuity in planning; creative and intelligent problem-solving
- Vigilance in admitting students able to succeed and likely to persist
- A strategic, data-driven approach to admissions and financial aid with a sophisticated understanding of data and analytics
- Proficient with CRM's; direct experience with Slate preferred
- Confidence as a leader with passion for higher education
- An understanding of developing and implementing financial aid strategy
- Dedication to campus relations and ability to educate and engage faculty and staff in enrollment events, practices and strategies
- Ability to gain trust and strengthen resolve of campus community to engage in enrollment activities, collaboratively inviting volunteers into the process
- Ability to partner and lead in all enrollment marketing and communications, from print to social media
- A commitment to the core mission of the University as a Jesuit institution and to liberal arts education
- Excellent customer service and communication skills
- Professional confidence, warmth and a tactful approach
- Propensity to be a good listener and a strong storyteller
- Bachelor's degree required, advanced degree preferred.

LOYOLA UNIVERSITY NEW ORLEANS: Founded in 1912, Loyola's rich history as a Jesuit and Catholic institution of higher education is grounded in intellectual rigor and reflects the 450-year old Ignatian tradition. Jesuit education is a call to human excellence, to the fullest possible development of all human qualities. The Jesuit vision of education implies that students learn how to think critically, examine attitudes, challenge assumptions, and analyze motives. At Loyola University New Orleans, education goes beyond the physical walls of a classroom and lectures, offering a myriad of unique opportunities to more than 2,600 undergraduate students and 1,200 graduate students and allowing them to learn and to thrive both in New Orleans and around the world. Students are attracted to Loyola University New Orleans from 46 states and 49 countries. There are five Colleges within the university (Business, Humanities and Natural Sciences, Law, Music and Fine Arts, Social Sciences) offering over 80 undergraduate majors/concentrations and 32 graduate and professional programs. Five new programs have been instituted this fall to prepare students for some of the fastest growing industries in New Orleans, including: Visual communication, food studies, computer science, computer science with game programming, and interaction design.

Loyola combines the academic excellence of its faculty and academic programs as well as its commitment to a robust co-curricular program that fosters individual student success in a positive learning environment. Its goal is to develop students

into a new generation of leaders who possess a love for truth, the critical intelligence to pursue it, and the courage to articulate it.

The University is presently completing its strategic plan, [Transforming Loyola 2020](#), focusing on creating a learner-centered community through robust experiential learning, career development, and mentoring programs, all infused by the cultures of New Orleans and Jesuit ideals and Ignatian pedagogy. A multi-million dollar expansion and renovation of the University's largest academic building, [Monroe Hall](#), has been completed with state of the art science, graphic arts, and theatre laboratories coming on line.

Top Accolades for Loyola University New Orleans:

- Named in Fiske Guide to Colleges 2018: Fiske Guide to Colleges 2018 spotlights students' easy access to faculty; high level of collaborations, challenging academic climate, intimate classes, and dozens of comprehensive undergraduate degree programs.
- Top U.S. Fulbright Producer: The U.S. Department of State's Bureau of Educational and Cultural Affairs named Loyola University New Orleans among the Top U.S. Fulbright Producers for the 2015-2016 academic year.
- U.S. News & World Report 'Best Colleges':
 - #4 in the region for diversity
 - #10 "Best Regional Universities of the South"
 - #12 "Best Value" in the South
 - Top 150 online education programs
 - #39 Best Online Nursing Programs
- The Princeton Review's 'Best Colleges':
 - #13 Lots of Race/Class Interaction
 - #11 Town-Gown Relations are Great
 - Best 381 Colleges
 - Best 294 Business Schools
- MONEY Magazine's "Best Colleges for Your Money"
- Loyola University continues to receive accolades related to nursing and online programs. These ratings include:
 - 2017 Best Value for Masters in Nurse Practitioner Program
 - Best Degree Programs 2017 Top Online Bachelor's Degrees: BestDegreePrograms.org ranked Loyola University New Orleans School of Nursing's online RN-to-BSN degree program 30th among the best online Bachelor's in Nursing degree programs for 2017 and

received accolades for "offering a robust curriculum grounded in Jesuit values that emphasize patient care."

- [Grad School Hub 2017 Most Affordable Online Programs:](#)
- [College Choice 2017:](#)
- [Healthcare Management Degree Guide 2016](#)

- [College Raptor Hidden Gem 2015:](#) College matching platform, College Raptor Inc., named Loyola University the top "hidden gem" for the state of Louisiana.

- [Business Insider's Best College Campuses In America 2015:](#) Loyola University New Orleans was ranked #13 among college campuses in America.

- [President's 2015 Higher Education Community Service Honor Roll:](#) Loyola University New Orleans was named to the President's 2015 Higher Education Community Service Honor Roll, which highlights the role colleges and universities play in solving community challenges.

NEW ORLEANS, LOUISIANA: New Orleans is one of the world's most fascinating cities. It is home to a truly unique melting pot of culture, architecture, food and music. Loyola University is located in the tree-lined Uptown/Carrollton neighborhood, within the scenic Garden District, filled with beautiful parks and recreation. New Orleans hosts an abundance of festivals and concerts throughout the year. The year 2018 will mark the city of New Orleans' 300th Anniversary and a time full of celebrations of its rich history, unique traditions and diverse culture. The Tricentennial will be a time to reflect on its past, embrace the wonderful, hospitable city that New Orleans has become, and look forward to an exciting future ahead.

Top Accolades for Louisiana and Greater New Orleans:

- [Louisiana ranked #5 Best State for doing business in the USA](#), Area Development magazine
- [New Orleans voted #4 best city in the USA](#), Travel+Leisure
- [New Orleans ranked #7 for Connectivity in North America](#), Business Facilities
- [New Orleans ranked #5 city where "Entrepreneurship is Booming"](#), Entrepreneur magazine
- [Greater New Orleans is ranked #5 for Millennial In-migration](#), Time magazine

To Apply: Napier Executive Search (<http://www.napiersearch.com>) is assisting Loyola University New Orleans with this search for a Director of Admissions. For more information, or if you wish to nominate someone for this position, please contact Mary Napier (mary.napier@napiersearch.com) or Robin Reynders (robin.reynders@napiersearch.com). To apply, send a resume, a detailed letter of interest and contact information for three professional references by email to: loyno@napiersearch.com. Although resumes will be reviewed until the position is filled, for assurance of full consideration, submit materials before November 15, 2017. All applications and nominations will be considered confidential and notice will be given before references are contacted.

Loyola University New Orleans does not unlawfully discriminate on the basis of race, color, gender, sexual orientation, age, religion, disability, veteran's status or national origin in its educational programs or activities, including employment and admissions. At the same time, Loyola cherishes its right to seek and retain personnel who will make a positive contribution to its religious character, goals, and mission in order to enhance the Jesuit, Catholic tradition.

