



EXECUTIVE SEARCH

Director of Workforce & Career Development



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Lander University, a comprehensive regional public university in South Carolina, seeks an experienced leader to serve as the **Director of Workforce & Career Development**. Applications and nominations are being accepted.

THE OPPORTUNITY

For over 150 years, Lander University has been preparing graduates for their chosen career paths. Today, the university offers exceptional educational opportunities in business, education, science, nursing, and an extensive set of professional programs, along with traditional liberal arts programs.

Currently serving nearly 5,000 students, Lander is one of the fastest-growing institutions of higher education in South Carolina. Continued growth is anticipated.

Lander University seeks a Director of Workforce and Career Development. This vital role leads a department committed to providing experiential learning opportunities outside the classroom and throughout the community, along with innovative career development services to students. Through the promotion of creativity and innovation, this position responds to the needs of the students and community by addressing workforce and career development needs.

The Director is responsible for the oversight of the department's efforts in strengthening and expanding relationships with employers, alumni, and faculty to coordinate centralized career development, including a comprehensive student employment experience throughout the institution. The Director works cooperatively and in partnership with academic departments and administrative offices to integrate students' career development in alignment with the academic mission of the University.

Under the direction of the Vice President for Access, the Director provides innovative and strategic leadership to a comprehensive center dedicated to preparing undergraduate and graduate students, as well as providing ongoing assistance to alumni, for a multitude of careers. This position serves as a leader in integrating high-impact practices through developing and amplifying experiential learning opportunities, providing comprehensive student employment support, and establishing mechanisms for internships both on- and off-campus, while ensuring the University is positioned as a regional leader in student career development and exploration.

The Director brings a strategic, proactive approach to leading the Office of Workforce and Career Development to tell the University's stories compellingly, to employers and non-profit organizations.

Lander University

Mission Statement

Lander University offers high-demand and market-driven programs to ambitious and talented students in South Carolina and beyond. These programs are delivered in a rich liberal arts environment to produce highly qualified and marketable graduates.



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Duties and Responsibilities:

Develops and maintains an innovative and contemporary vision and strategic plan for the department of Workforce and Career Development.

Leads all activities of Workforce and Career Development, including career advising, employer relations, career education, and experiential education programs (internships, student employment).

Provides career advising expertise to students and alumni regarding the job-search process, interviewing, resume writing, and all other facets of career planning. Conducts career fairs, workshops, seminars, and other presentations to students, faculty, employers, and alumni groups.

With data analytics, leads a best practices strategy for excellence in the optimal career placement for students. Maintains placement data to track both internship and full-time positions. Reviews and annually updates all career office publications and brochures.

Develops, builds, and supports relationships between students, key alumni, and critical employers within the state, region, and nation. Increases the student placement rate and expands support for graduate and undergraduate students.

Leads and stays active in using technology and innovative practices to continue to meet the current and ongoing needs of the student body and career development.

Creates and maintains an annual assessment and communication strategy that demonstrates the department's effectiveness.

Maintains involvement and relationships nationally to stay abreast of career trends while ensuring career education programming and services meet the needs of the student body and alumni.

Connects with businesses and nonprofits to build a deep understanding of their industry and hiring needs, providing students with access to opportunities while supporting the growth of these organizations.

Develops and manages annual and long-term budgets associated with marketing, branding, and communication initiatives.

Assists and advises on the direction for the University's public facing websites, search engine optimization, graphic design, brand licensing, and social media.

Works with the marketing and communications team while ensuring strong collaboration with Lander's eight schools and colleges and various campus departments.



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Lander University Leadership

President Richard E. Cosentino

Richard E. Cosentino, Ph.D., began his tenure as Lander University's 12th president on July 1, 2015. He has over 30 years of experience in higher education as a senior administrative and financial executive and a background in fundraising, enrollment management, and governmental relations.

Dr. Cosentino came to Lander from the University of North Carolina at Pembroke (UNC-P), where he was the Vice Chancellor for Finance & Administration. He was responsible for strategic management and leadership in over a dozen areas, including budget and financial planning, information technology, human resources, risk management, procurement, and facilities management. A native of Baltimore, MD, Dr. Cosentino has a Bachelor of Science in business administration with a major in finance and a Master of Business Administration with a major in strategic financial planning from the University of Baltimore in Maryland. He earned a Ph.D. in engineering from The George Washington University (GWU) in Washington, D.C.

Prior to UNC-P, Dr. Cosentino was an Assistant and Associate Vice President for Finance and Administration at GWU and Vice Dean for Finance and Administrative Affairs in the university's School of Engineering and Applied Science. He also worked as a Senior Budget Manager at Johns Hopkins University School of Medicine and as a Senior Administrator and Director of Budget and Finance at the University of Maryland School of Medicine. He has presented at national conferences, addressing contemporary issues affecting higher education. His particular interest is the fielding of complex enterprise class systems in higher education environments.

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Lander University

Established in 1872, Lander University is experiencing unprecedented growth, as evidenced by a 26% increase in freshman enrollment over the previous fall, and over 60% increase since Dr. Cosentino's arrival. More than 91% of Lander's students are South Carolina residents, with every county in the state represented.

Ranked third among regional public colleges in the South by *U.S. News and World Report*, Lander offers more than 60 areas of study, including 16 signature academic programs in fields that are emerging and in high demand. In addition to its academic programs in Arts & Humanities, Behavioral & Social Sciences, Business, Education, Science & Mathematics, and Nursing, the University has an Honors College that offers academically accomplished students challenges both inside and outside the classroom.

A robust selection of pre-professional programs is offered in dentistry, law, medicine, occupational therapy, optometry, pharmacy, physician assistant, and veterinary medicine. Students also can participate in a variety of study abroad opportunities, from Central and South America to Europe, Asia, and beyond.

The University has more than 500 full- and part-time faculty and staff. The campus is a close-knit community of professionals who work together toward the same goal of providing the best educational experience for students.

Lander's athletic teams are continually ranked in the top 25 in the country and are highly competitive in the Peach Belt Conference and NCAA Division II. Lander student-athletes also score high in the classroom, as many are listed on the Peach Belt Conference Presidential Honor Roll.

For additional information, visit the University's website at www.lander.edu.



Greenwood, South Carolina

Lander University is located in Greenwood, a beautiful, thriving county of some 70,000 residents nestled in South Carolina's Upstate region. The city has a high quality of life with affordable quality housing and public and private schools. The area offers 100-plus restaurants, shopping malls, an art center, community theatre, movie theaters, parks, festivals, golf courses, fitness centers, and museums.

Greenwood is home to a number of regional festivals, including the nationally acclaimed Festival of Flowers and the Food Network-featured Festival of Discovery. The area also offers plenty of recreational options, including the beautiful 11,000-acre Lake Greenwood. The mild winter weather permits year-round outdoor recreation. Larger cities, Atlantic coast beaches, and the mountains are easily accessible, with three major roadways serving the city.

Greenville, South Carolina

America's "Next Big Small Town," according to *People* magazine, is also a top-ranked spot for foodies and travel, and it's one of America's fastest-growing cities. Discover all that its burgeoning and much-bragged-about downtown has to offer. Downtown Greenville is just 60 minutes from Lander's main campus, and is home to concert venues, the Greenville Symphony Orchestra, more than 1,000 restaurants, several minor league sports teams, the Swamp Rabbit system of multiuse trails, and much more.

Upstate South Carolina is Growing

The Upstate of South Carolina is home to some of the most beautiful natural resources in the country, including beautiful Lake Greenwood. Greenwood is located centrally and provides easy access to hiking, biking, waterfalls, and a wide variety of events, festivals, and concerts that provide exceptional quality of life along untouched natural beauty.



AGB Search is pleased to assist Lander University with this search.

To apply:

Candidates are requested to submit the following materials online to: <https://bit.ly/46YnGMw>

- 1) a curriculum vitae or resume**
- 2) a letter of interest that addresses the leadership opportunities and desired experiences and attributes in this profile, and**
- 3) contact information for five references (to be contacted at a later date with candidate's permission)**

Review of materials will begin immediately, and the search will remain open until an appointment is made.

Nominations and expressions of interest are encouraged. Please direct them to LanderWorkforce@agbsearch.com or to one of the AGB search consultants:

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