



Director of the Babson Center for Global Commerce

The University of the South seeks nominations and applications for the position of Director of the Babson Center for Global Commerce.

The University of the South: An Overview

The University of the South (familiarily known as Sewanee, the town in which the University is located) is one of the nation's finest universities. An institution of the Episcopal Church, with a distinguished undergraduate College of Arts and Sciences, a leading graduate School of Theology, and an innovative School of Letters offering summer master's degree programs in literature and creative writing. In an environment of intense intellectual engagement, Sewanee students are challenged to live the life of the mind and to apply their education to the complexities of our time through civic leadership. Sewanee has produced 25 Rhodes Scholars, a Pulitzer Prize-winning author, a U.S. Senator and other elected officials, critically acclaimed poets and writers, leading academics who become college presidents, and three of the last five Presiding Bishops of the Episcopal Church.

The University of the South campus comprises 13,000 contiguous acres, known as the Domain. The University's landholdings are the second largest among institutions of higher education in the United States. Situated between the Tennessee cities of Nashville and Chattanooga, the Domain occupies the western face of the Cumberland Plateau and includes a 22-mile perimeter trail providing scenic overlooks and wooded paths to bluffs, caves, lakes, waterfalls, pasture, woods, and meadows. About one-third of this land makes up the campus, business, and residential area; the remaining two-thirds is the University Forest, managed for recreation, research, and teaching. The Domain offers recreational experiences unparalleled on any other campus in the country.

The Babson Center for Global Commerce

The [Babson Center for Global Commerce](#) is an essential element of the Wm. Polk Carey Pre-Business Program, providing a co-curricular program of mentorship, educational, and experiential learning activities that enable students to engage in society as principled citizens better able to succeed and lead in the global economy.

The Center's programs and activities are designed to introduce students to the education, issues, and skills necessary to succeed in an engaged and responsible business career; to provide intellectual and moral development, professional encouragement, career advice, and networking opportunities to students; to assist students seeking internships and

post-graduate employment opportunities; to bring distinguished leaders and other speakers to the University; and to organize programs that bring together students, faculty members, and members of the business community.

The Center supports the University's belief that the best preparation for a career in global commerce is a broad-based liberal arts education. Thus the Babson Center for Global Commerce is where the University, with its concern for civic leadership, international and global studies, liberal arts education, and the business world come together to assist students in preparing for successful careers as civic and business leaders. Many of today's leaders attribute their success to the study of the human experience and the critical thinking abilities, writing, speaking and listening skills at the core of the liberal arts tradition at Sewanee.

The Future of the Babson Center for Global Commerce

Specific opportunities for the new Director include:

Leading the Commitment to Business Education in a Liberal Arts Environment

The Director will play a critical role in the dialogue with University administrators and faculty surrounding the future of business education in the liberal arts tradition. Through a shared interest in rethinking business education, the Director will contribute to the direction and offerings in academic and co-curricular activities at the University.

Fostering the Highest Level of Student Engagement.

The Director will build upon the strong foundation established at the Babson Center for Global Commerce over the last ten years. Through established speaker series such as the Bryan Viewpoints, Graham Executives, Humphreys Entrepreneurs, and Smith Career Days, the Director will continue a rich tradition of hosting top executives and leaders for learning and networking opportunities for all students.

The Director will support the Carey Fellows Business Honors Program for students seeking an immersive business experience as part of their liberal arts education. He/She will bring a strong commitment to excellence in teaching and continuous improvement in meeting learning objectives through the Junior and Senior Seminars for Carey Fellows. These intimate courses are important foundational components in preparing students for internships and professional life after Sewanee.

The Director will serve as a mentor and advisor for Carey Fellows and all students participating in Babson Center offerings and those exploring experiential opportunities in business and future business related careers.

Supporting an Environment of Innovation and Best Practices in Business Education.

The Director will bring an entrepreneurial spirit to lead innovation efforts for the Babson

Center for Global Commerce in support of the Center's mission. He/She will bring high energy, expertise, and a modern mindset to exploring opportunities for global and entrepreneurial experience and program development.

The Director should also bring technological expertise to advance the Center's exposure both on and off campus to improve marketing, expand networking efforts, and enhance Center communications. The Director will offer strategic thinking with the ability to advance the Center on the University campus and across institutions of higher education.

Enhancing and Building upon a Strong Network of Committed Constituents.

The Director will continue a commitment to maintaining and building upon a strong suite of internship opportunities for Carey Fellows. The internship semester occurs during the spring semester of the junior year and is a cornerstone component of the Carey experience. Maintaining and expanding myriad competitive and transformational opportunities is an important function of the Director's role.

The Director will lead efforts in fundraising and fostering relationships to support the Center's mission and continue program advancement. In partnership with University administration, the development office and the Center's advisory board, the Director will engage in current capital campaign priorities as the Babson Center for Global Commerce contributes to the diversified programming of the University.

The Role of the Director

Reporting to the Vice President for Academic Affairs and Dean of the College, the Director designs and implements a co-curricular program of educational and experiential learning activities to prepare students as principled citizens better able to succeed and lead in a global economy. The Director is responsible for leading and directing the ongoing vision and administration of the Babson Center, working collaboratively with the Director of the Business Minor and the Director of Career and Leadership Development to oversee the growth and strategic direction of the Wm. Polk Carey Pre-Business Program, helping the program to mature as a premier pre-professional model for undergraduate business education in a liberal arts setting.

The Director oversees a team of two and a budget of approximately \$385,000. The Babson Center for Global Commerce offers an endowment of nearly \$4,000,000.

Primary Duties

- Oversee and administer the day-to-day functions of the Center.
- Work closely with alumni and others to maintain and build upon a robust suite of internship opportunities for the Carey Fellows program.
- Serve as mentor and coach students who show an interest in the activities of the Center and the business minor, particularly the Carey Fellows.
- Oversee the appointment of Carey Fellows and Beecken Scholars annually.

- Teach two classes a year (one per semester).
- Working with the Advancement Office, engage alumni, parents and friends of the University to support the programs and events of the Center through financial contribution and participation.
- Oversee and administer several established programs such as the Graham Executive in Residence, the Bryan Viewpoint Speaker series and the Humphreys Entrepreneur in Residence.
- Actively engage in and lead conversations with administration, faculty, students, alumni and the community to increase awareness and interaction with the Babson Center.
- Administer, engage and coordinate the role and functions of the Babson Center Advisory Board and its members, including holding two meetings a year.
- Leverage the energies, experiences, and talents of Advisory Board members, alumni, and friends of the University to further the goals of the Center.
- Other duties as assigned.

Desired Qualifications and Characteristics

The successful candidate will be an approachable and collaborative leader able to forge a vision for the Center and the role of business education at the University. The individual will be a creative and nimble leader with an entrepreneurial mind and the soul of a teacher.

Qualifications include a strong and demonstrated commitment to the principles and values of a liberal arts education; significant management experience; and a record that demonstrates skills as a leader, team builder and effective communicator. A bachelor's degree is required and an advanced degree is strongly preferred.

The ideal candidate will possess:

- visionary and strategic leadership, able to see ahead clearly; ability to anticipate future consequences and trends accurately; broad knowledge and perspective, future-oriented; ability to create strategies and plans;
- excellent networking skills, able to identify and foster relationships on behalf of an organization;
- significant experience in leading and managing teams and advancing organizations;
- a demonstrated ability to build effective programs and to lead, mentor, teach and develop students and employees;
- proven experience in coaching and guiding institutional leadership, to include academic administration and faculty; strong facilitation, communication and presentation skills;
- experience and understanding of current issues and implications for business education in a global context;

- expertise in creating environments of trust and transparency and championing a diverse, modern program;
- strong business-specific knowledge and financial acumen, strategic thinking, coaching and organizational behavior/design/effectiveness skills;
- ability to leverage data and metrics to inform and shape strategy;
- ability to manage change with high levels of self-confidence; a keen ability to “sell” new ideas and initiatives; a willingness to take calculated risks;
- strong listening skills, comfortable and effective at all levels of the organization; ability to communicate a compelling and inspired vision or sense of core purpose, talk about possibilities, and inspire and motivate; and
- a demonstrated high level of integrity, guided by a sound set of ethical principles.

For best consideration, please send all confidential nominations, inquiries and expressions of interest by March 25, 2017 to:

Susan VanGilder, Partner
Beth McCarthy, Associate
Storbeck/Pimentel & Associates, LP
SewaneeBabson2017@storbecksearch.com

The University of the South is an equal opportunity educational institution that is committed to creating and maintaining a diverse and inclusive campus environment.