



Senior Vice President for Business and Financial Strategy

The University of South Florida System is seeking an exceptional, collaborative, and strategic administrator for the position of Senior Vice President for Business and Financial Strategy (SVPBFS).

Reporting to the USF System President, [Judy Genshaft](#), the SVPBFS will serve as a key member of the senior leadership team and play an integral role in shaping and implementing financial and operational strategies for the University. As the USF System continues to strengthen its reputation as a leading public research university, this is an exciting time to join the leadership team in a new and vital position.

The USF System:

Founded in 1956, the [University of South Florida](#) was the first independent state university conceived, planned, and built in the 20th century. The University has made incredible strides in 60 years, developing into one of the nation's leading research institutions.

The USF System is a large, public 4-year university offering undergraduate, graduate, specialist, and doctoral-level degrees. At the heart of the University is a vibrant, diverse, and engaged student body. Serving nearly 50,000 students, the USF System has an annual budget of \$1.8 billion and an annual economic impact of \$4.4 billion. The USF System includes three separately accredited institutions: USF; USF St. Petersburg; and USF Sarasota-Manatee. The University's main Tampa location is home to USF Health, including the Colleges of Medicine, Nursing, Public Health and Pharmacy.

The USF Institutions: USF; USF St. Petersburg; USF Sarasota-Manatee

- [USF](#) is comprised of 14 [colleges](#) offering more than 180 [undergraduate majors and concentrations](#) — with some of the most populated colleges

being in [USF Health](#), [Arts and Sciences](#), [Business](#), and [Engineering](#). We also have numerous degree programs at the graduate, specialist, and doctoral levels, including the doctor of medicine. USF prides itself on being a high-impact global research university dedicated to student success.

- [USF St. Petersburg](#) offers an intimate, waterfront campus environment with smaller classes and an emphasis on community engagement. It offers more than 40 graduate and undergraduate programs in the Colleges of [Arts and Sciences](#), [Business](#), and [Education](#).
- [USF Sarasota-Manatee](#) similarly offers a smaller, personalized learning setting while its scenic campus is an important piece of Sarasota's Cultural Corridor. It offers over 40 academic programs with four main dynamic colleges in [Business](#), [Hospitality and Tourism Leadership](#), [Liberal Arts and Social Sciences](#), and [Science and Mathematics](#).

Mission:

The University of South Florida's mission is to deliver competitive undergraduate, graduate, and professional programs, to generate knowledge, foster intellectual development, and ensure student success in a global environment.

Vision:

The University of South Florida is a global research university dedicated to student success and positioned for membership in the Association of American Universities (AAU).

As Florida's leading metropolitan research university, the USF System is dedicated to:

- Student access, learning, and success through a vibrant, interdisciplinary, and learner-centered research environment incorporating a global curriculum.
- Research and scientific discovery to strengthen the economy, to promote civic culture and the arts, and to design and build sustainable communities through the generation, dissemination, and translation of new knowledge across all academic and health-related disciplines.

- Partnerships to build significant locally- and globally-integrated university-community collaborations through sound scholarly and artistic activities and technological innovation.
- A sustainable economic base to support USF's continued academic advancement.

Athletics:

[USF Intercollegiate Athletics](#) is home to 17 men's and women's teams, including football, basketball, baseball, softball, and soccer, competing at the NCAA level.

The University of South Florida System Athletic Department is committed to providing all student-athletes with opportunities to receive a world-class education, win championships, and develop into the leaders of tomorrow while embracing partnerships within the Tampa Bay community.

Tampa Bay:

From beaches to professional sports and Broadway-style shows to shopping, there is always something to do in Tampa Bay. Tampa Bay boasts a surprisingly diverse collection of individuals and communities, companies and opportunities, special places, rich history and fresh ideas within its eight-county regional footprint. A welcoming spirit is matched by a vibrant lifestyle, making Tampa Bay a world-class destination that appeals to visitors, residents, and businesses alike. With approximately 4.5 million residents, Tampa Bay is one of the largest and fastest-growing regions in the country, with an additional 650,000 new residents projected to move to the area by 2025.

Tampa Bay has a thriving entrepreneurial ecosystem, with incubators and accelerators throughout the growing region. Tampa Bay is a leader in health and bioscience industries, including biomedical research, health information systems, medical device manufacturing and clinical trials. The region is home to nearly 13,000 companies and more than 255,000 workers employed in these fields. Other major industries include high tech electronics and instruments, manufacturing and research and development, marine and environmental activities and business, financial and data services. Tampa Bay is an ideal location for relocation or expansion, thanks to the diversity and strength of the 2.1 million residents that make up its workforce. The region's talent pipeline is fueled by

nearly 1,600 public and private schools as well as more than 200 career academies and magnet programs at the high school level. With over 80 institutions of higher learning, including USF, one of America's Top 25 research universities, Tampa Bay produces thousands of well-qualified graduates each year.

As a top tourism destination, Tampa Bay's theme parks and natural attractions provide plenty of entertainment for local residents, including Busch Gardens and Adventure Island, the Florida Aquarium, and the MOTE Marine Aquarium. Sports lovers will enjoy cheering on the USF Bulls, Tampa Bay Buccaneers, Tampa Bay Lightning, Tampa Bay Rays, Tampa Bay Storm, and the numerous baseball spring training teams such as the NY Yankees, Toronto Blue Jays, Philadelphia Phillies, Pittsburgh Pirates, Baltimore Orioles, and Detroit Tigers.

On average, the year-round temperature in Tampa Bay is a pleasant 73 degrees, which makes the region a prime location to enjoy an array of outdoor activities.

Reporting Relationships:

The Senior Vice President for Business and Financial Strategy will report to the USF System President and serve as a key member of the senior leadership team.

Reporting to the Senior Vice President will be the:

- Chief Operating Officer
- Vice President for Business and Finance
- Vice President for Information Technology
- Vice President for Administrative Services
- Executive Director for the Office of University Audit
- Director for the Office of Compliance and Ethics

The Senior Vice President will have the opportunity to assess the current reporting structure and determine whether there might be opportunities to make changes for improved efficiency and effectiveness.

Opportunities and Priorities for the Senior Vice President for Business and Financial Strategy:

The Senior Vice President for Business and Financial Strategy will serve as a key strategic partner to the President and will work across the three USF institutions

to shape and implement financial and operational policies in support of the University's mission. The SVPBFS will have oversight responsibility for the University's \$1.8 billion budget, and will work closely with other administrators and external stakeholders to develop sustainable financial modeling across the three institutions.

The Senior Vice President will work with cross-functional teams to identify and analyze strategic initiatives, and to plan for financial support of their implementation. S/he will have primary responsibility for communicating financial information to the President, Board of Trustees, Board of Governors, the Governor's staff, and other internal and external stakeholders as necessary.

The University of South Florida System is seeking a Senior Vice President for Business and Financial Strategy who will embrace the following priorities:

- **Leading the process of identifying and analyzing strategic initiatives:** The Senior Vice President, together with the President, Provost, COO, Senior Vice Presidents, and other administrators within the USF System and USF Health, will identify long-term strategic priorities across the three USF institutions. Through collaborative leadership, s/he will oversee processes through which data is collected and analyzed in order to position the University to identify, plan, and implement strategic initiatives successfully.
- **Communicating financial and strategic information to a range of audiences:** The Senior Vice President will be charged with articulating complex information to a variety of stakeholders, both internal and external. S/he should have the ability to synthesize and communicate information eloquently to the Board of Trustees, Board of Governors, legislators, and the Governor's staff, as well as a range of internal constituents. It will be of crucial importance that the SVP is able to clearly emphasize the value of proposed initiatives and the anticipated financial implications for the USF System and the larger Florida community.
- **Instituting sustainable and creative funding models:** As the USF System continues to move toward becoming a true RCM environment, the Senior Vice President will work with the Business and Finance Office, the Audit and

Compliance Offices, and those who have budgetary oversight responsibilities to ensure smooth transitions and sensible modeling within and across divisions. Within a regulated environment, the SVP will also be challenged to think creatively about finances and identify opportunities to maximize the financial efficiency of programs and facilities with a careful eye for support of the University's mission.

- **Overseeing complex special projects:** As major infrastructural projects are launched, the SVPBFS will have oversight responsibility for the processes from planning to completion. Working closely with leaders in relevant divisions and departments within the USF System, as well as the external entities, the Senior Vice President will establish financial and operational parameters for the project, and ensure that the process remains within them. The SVPBFS will also represent the USF System in communicating the importance of special projects to state representatives, including the Board of Directors, the legislature, and the Governor's office.
- **Initiating and managing change:** Working closely with other senior leaders, the SVPBFS will identify opportunities to improve operational procedures across the USF System. S/he will be responsible for communicating procedural changes to the necessary personnel, and to ensure that adjustments are implemented smoothly and transparently, to the extent possible.

Qualifications and Characteristics:

The USF System seeks a Senior Vice President for Business and Financial Strategy with a track record of successful and progressively responsible senior leadership in strategic, operational, and financial management. Candidates should have a strong understanding of, and passion for, the role of public research universities in society. The ideal candidate will possess the following characteristics:

- Successful experience with financial strategic planning, particularly as it relates to resource planning in connection with strategic initiatives;
- Outstanding financial and operational management skills;
- Exemplary interpersonal, communication and diplomacy skills;

- Ability to work effectively and successfully within a complex, multi-campus university;
- Understanding of the political environment in Florida or a similar state, and its impact on the financial and operational procedures of public higher education institutions;
- Knowledge and understanding of an RCM budgeting model;
- Experience articulating complex financial issues in straightforward and accessible terms for a range of audiences, both internal and external;
- A strategic, analytic, and creative intellect, with the willingness to look broadly for new ideas and best practices;
- Demonstrated ability to build, lead, and inspire diverse teams;
- Track record of building consensus among senior leaders around strategic initiatives; and
- Experience building productive relationships with community partners.

Application Process:

For best consideration, please send all nominations and applications to:

Shelly Weiss Storbeck, Managing Partner

Ethan Dubow, Associate

Storbeck/Pimentel & Associates, LP

USFSeniorVPBFS@storbecksearch.com

For more information, please visit the USF System home page at:

<http://www.usf.edu/system/>

USF is an equal opportunity, equal access academic institution that embraces diversity in the workplace.