

James T. Begany

Summary of Qualifications

Strategic Planning

Student Affairs

Communication Skills

Management Skills

Agent of Change

Targeting Aid

Statistical Modeling

Budget Management

Data Analysis

Developed through:

- Success meeting recruitment goals
- Strong Statistic and Data Analysis Skills
- Careful budgeting analysis and planning
- Application of leadership, innovation and creative thinking to short and long term goals.
- Strong analytical skills while at the same time understanding the need to communicate effectively to the various constituents on campus
- Strategic and data driven approach to strategic planning.
- Team approach to management where the supervisor plays a lead role in motivating and encouraging ideas from all parties.

Professional Experience

University of Louisville

October 2016 to current

Vice Provost for Enrollment Management and Student Success

- Responsible for Admissions, Financial Aid, Registration, REACH, Undergraduate Advising Practice, Metropolitan College and First Year Initiatives.
- Chief Enrollment Officer for the university
- Implemented a plan to increase the number our prospective students
- Implemented a recruiting plan that focused on the three out-of-state regions. In particular, Chicago, Cincinnati and Nashville.
- Will move 20% of our institutional aid programs for Fall 2018 to need based aid.
- Built a data model to drive decision making for a need based aid program
- Structured the aid program to improve retention

Indiana University of Pennsylvania

March 2007 to September 2016

Vice President for Enrollment Management and Communication

I was promoted to create an Enrollment Management and Communication Division.

October 2011 - Current

- Responsible for Admissions, Communications, Marketing, Graduate Admissions, Financial Aid, Career Development, Continuing Education and Marketing Offices.
- Chief Enrollment and Marketing Officer for the University

- Supervised the offices of Admission, Financial Aid, Advising and Testing and Career Development.
- Chair of Enrollment Management Strategic Planning Council
- Member of the President's Cabinet, University Planning Council and Chair of Performance Indicator Committee to improve retention and student access.
- Set enrollment goals with College Deans
- Responsible for Web, University Magazine, Publication Development and Branding message.
- Presented at each of the Council of Trustee meetings
- Data Analysis and Statistical Skills for Enrollment Planning
- Negotiated with the Graduate school and branch campuses the consolidation of recruitment efforts
- Member of University Senate
- Continually prepare reports that describe the status of enrollment
- Developed an enrollment model for projecting revenue over the next five years
- Developed a projection model for student Retention. The tool is used to assign peer mentors.
- Developed an analytical tool for gauging student interest. The model is used to guide many marketing efforts.
- Developed statistical models to assign project scores to potential students.

Indiana University of Pennsylvania

March 2007 – October 2011

Associate Vice President for Enrollment Management

The position was housed under Student Affairs

- Responsible for Admissions, Financial Aid, Career Development, Advising, Testing and Orientation.
- Data Analysis and Statistical Skills for Enrollment Planning
- Applications up 10%
- Admits up 20%
- Deposits up 20%
- Negotiated with the Graduate school and branch campuses the consolidation of recruitment efforts
- Member of University Senate
- Continually prepare reports that describe the status of enrollment
- Developed an enrollment model for projecting revenue over the next five years
- Developed a projection model for student Retention. The tool is used to assign peer mentors.
- Developed an analytical tool for gauging student interest. The model is used to guide many marketing efforts.
- Developed statistical models to assign project scores to potential students.

Part Time Faculty Member

2001-current

- Medical University of South Carolina – faculty appointment
 - Applied Statistics in Nursing Science
 - Developed and taught the online course for PHD students
- Statistics for Health Care Research
 - Developed and taught the online course for Masters level students
 - Biostatistics

- College of Charleston
 - Elementary Statistics
- Marietta College
 - Practical Statistics
- Computer Science

Medical University of South Carolina

2005 – 2007

Executive Director of Enrollment Management

- Supervisory responsibilities for Admission, Registration and Financial Aid
- Oversaw Commencement and Orientation
- Oversaw the Enrollment Management responsibilities with the Merger of the University of South Carolina and Medical University of South Carolina Pharmacy schools
- Chair of two Southern Association of Colleges and Schools accreditation committees
- Worked with the College Deans on implementing and improving policies within the Enrollment Management unit.
- Work to improve the concept of Enrollment Management with Admission, Financial Aid and Registration.

Marietta College, Marietta, Ohio

1996 – 2005

Associate Dean of Enrollment Management and Director of Institutional Research/Director of Financial Aid

- Prospect Management.
- Setting up triggers to generate applications and deposits.
- Reduced the discount rate from 44% to 40% over the course of four years.
- Maximized revenue by introducing strategies targeted to areas showing low yield and high revenue potential.
- Increased enrollment by analyzing low yield cells that offered the highest benefit for increased enrollment.
- Used aid as a retention tool by targeting specific populations.
- Integrated Marketing throughout campus.
- Re-engineered the office workflow substantially reducing time on task oriented processes.
- Utilized technology by implementing a complete electronic storage system for all student files.
- Consistently met \$11,000,000 institutional aid budget. Kept final expenditures within one percent of the budget each year.
- Wrote programs in C++ to simulate any changes in packaging strategies.

Shenandoah University, Winchester, Virginia

1994-1996

Director of Financial Aid

- Dramatically increased the level of customer service within the financial aid office, primarily by increasing contact with the family through in-person counseling and phone contact.
- Introduced scholarships for faculty to award, thus enhancing their ability to recruit prospective students.
- Implemented Direct Lending.
- Constantly met institutional aid budget. Kept final expenditures within one percent of budget each year.
- Streamlined awarding by using automated packaging, reduced paperwork, and technology to replace manual processes.

Assistant Director of Financial Aid

- Coordinator of the verification process.
 - Met with families to discuss their financial aid and alternatives for funding a college education.
 - Conducted various seminars at college events and high school nights.
 - Supervised student workers and other staff in the office.
 - Managed the student loan program by certifying loans and providing loan counseling.
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Education

Marshall University

Master of Science in Computer Information Systems

Ohio University

Bachelor of Science in Geography

Pennsylvania State University

Graduate Certificate in Applied Statistics

Northwestern University

Enrolled in a Master's of Science in Predictive Analytics

Noted Skills

- Strategic Planning
- SPSS and SPSS Modeler
- Visual Basic
- Datatel Colleague
- Data Modeling and reporting through Excel, Access, SPSS and SPSS Modeler
- Personal and Written Communication
- Process Re-Engineering
- Work well with people
- Programming in C++