



Northeastern University

Vice Chancellor for Global Network Expansion
Mobile Leadership Position

POSITION OVERVIEW

Northeastern University, a global, experiential, research university built on a tradition of engagement with the world and creating a distinctive approach to education and research, is forming the world's first true global university system. The Office of the Chancellor, which advances learner-centered, global, and lifelong experiential education at Northeastern, seeks a creative, entrepreneurial leader with strong operational underpinnings to serve as the inaugural Vice Chancellor for Global Network Expansion (Vice Chancellor), executing the university's growth strategy across its global network. This is a unique opportunity to be at the forefront of the globalization of higher education.

Under the leadership of President Joseph Aoun, Northeastern has redefined the global university by expanding its hallmark co-op program and other experiential learning opportunities to 128+ countries and creating new educational and research partnerships that align with the increasingly global nature of higher education. As Northeastern's footprint has expanded, so have its prospects to design novel enterprise solutions and tailored, innovative programming for regions around the world.

Reporting directly to the Senior Vice Provost & Senior Vice Chancellor, [Dr. Mary Ludden](#), the Vice Chancellor will assume a hands-on, executive-level role serving as chief strategist and advisor, ensuring that expansion initiatives are aligned with the priorities of the university. They will orchestrate the strategy, development, and launch of new programs for existing campuses as well as the expansion into new global markets—centering Northeastern's mission objectives of lifelong

learning, experiential education, and use-inspired research to create business development strategies contextualized to the realities and opportunities of each respective region.

Responsibilities will range from promptly assessing and responding to emerging business opportunities, monitoring market trends to identify new opportunities, and scouting potential locations through to understanding local regulations and compliance requirements to actualize a new site, providing on-going support to existing campuses, and collaborating with internal colleagues and external stakeholders to advance initiatives and steer conversations.

To accomplish this, the Vice Chancellor will be expected to maintain an on-location presence to create relationships, build partnerships, and assemble and/or guide local team members. Accordingly, the Vice Chancellor must be willing to embrace a mobile lifestyle, temporarily relocating as the work requires. While this is initially an individual contributor role, we expect the Vice Chancellor to arrive at a point where they will build their own team of direct reports. Until that time, they will rely on and collaborate with colleagues in the Office of the Chancellor.

The ideal candidate brings top-level strategic insight and the ability to assist and lead in the hands-on implementation of global network initiatives. A true global citizen, this candidate offers a high degree of cultural fluency and competence; is unencumbered by traditional notions of boundaries and place; and can envision a world of opportunity. They are a consummate advisor, facilitator, collaborator, and coordinator, able to anticipate and resolve business challenges and needs, and gently influence peers to reach appropriate conclusions about the work at hand.

RESPONSIBILITIES

- Oversee strategic organizational initiatives from the discovery phase through successful execution in collaboration with senior leadership.
- Lead and support strategic global network expansion planning and goal setting efforts to ensure annual and long-term goals are successfully met.
- Scope, plan, and execute multiple priority projects with accountability for outcomes and responsibility for managing matrixed resources to achieve success.
- Meet with key stakeholders in existing and potential markets to identify emerging market demands.
- Assist and communicate with leadership in making recommendations, facilitating decision-making, project management, and initiative implementation.
- Assist the Chancellor and Senior Vice Chancellor in responding to the changing external environment and emerging issues that affect the network.
- Organize and prioritize critical issues and required information for the Chancellor, Senior Vice Chancellor, and the division's leadership team to facilitate efficient decision making.
- Review, design, and execute on improvements to organizational structure; find knowledge and skills gaps and help address them.
- Facilitate communication between key stakeholders and leadership team members; cultivate shared goals and promote a unified vision for all global network constituents.
- Represent the interests of the Office of the Chancellor across the global network.

QUALIFICATIONS & CHARACTERISTICS

Northeastern seeks a dynamic executive with creativity, enthusiasm, engagement, self-motivation, and energy who can quickly contribute in a meaningful way as a highly effective partner to the Chancellor and senior management. Strong written and verbal communication skills, superior

attention to detail, the willingness to roll up one's sleeves, and the qualities of resilience, flexibility, and agility will be paramount to their success.

A wide variety of professional experiences may be strong preparation for the Vice Chancellor role including those gained in the private sector, higher education, other nonprofit institutions, or government, and/or by rendering advice to senior management and/or boards. A substantial record of building successful ventures, particularly in higher education, technology, private equity, or venture capital, is ideal. Bilingual or multilingual skills are welcome.

Additional qualifications include:

- 10+ years of administrative experience, including 5+ years working with a high caliber leadership team.
- Progressively responsible leadership in a dynamic environment working with an innovation leadership agenda.
- 10+ years of progressive strategy experience.
- Exceptional project management skills as well as organizational and political agility; developed negotiation skills; poised manner that lends itself to establishing trusted relationships with key influencers.
- Ability to troubleshoot and make sound decisions in response to rapidly changing often nuanced situations and a dynamic flow of information.
- Flexibility when adapting to evolving priorities; ability to effectively interpret policies and practices when addressing those priorities.
- An approach to management that is collaborative, empowering, highly communicative, and creates a high-performance culture paired with an inspirational leadership style that motivates others.
- Professional credibility and maturity required to effectively engage members of the senior leadership team and colleagues across the University as well as external constituents.
- Highly developed interpersonal skills; excellent diplomacy and the ability to converse easily, with courtesy and clarity, with all members of the Northeastern community and beyond.
- Results- and action-oriented; nimble and agile thinker; self-reflective self-starter who thrives when partnered with a varied and dynamic network of stakeholders.
- Thinks big picture while paying attention to the detail and separating the critical from the routine.
- As global health conditions allow, able and willing to travel domestically and internationally to represent Northeastern University, and to spend significant time on-location.
- Advanced degree or equivalent work experience.

ABOUT NORTHEASTERN UNIVERSITY

Led by **President Joseph Aoun**, Northeastern University is a global, experiential, research university built on a tradition of engagement with the world, creating a distinctive approach to education and research. The university's global network of campuses includes the Boston flagship campus, which offers a comprehensive range of undergraduate and graduate programs leading to degrees through the doctorate in nine colleges and schools, as well as graduate campuses in Charlotte, San Francisco, Silicon Valley, Seattle, Toronto, Vancouver, London, and Portland, ME.

Northeastern recently announced a **merger with Mills College**, which brings Mills' distinctive mission focused on access, equity, social justice, and women's leadership into Northeastern's

global network. In addition to Mills College at Northeastern University, the merger will establish the Mills Institute, dedicated to advancing women's leadership and to empowering BIPOC and first-generation students.

Classified as a top-tier research institution and listed at #49 according to the U.S. News & World Report 2022 Best National Universities Rankings and one of the top universities for international students, Northeastern has elevated itself to a powerhouse on par with the nation's elite research colleges and universities. These achievements build upon Northeastern's unprecedented momentum, which includes continued investments in research and faculty recruitment, record-high student applications, and momentous fundraising success.

The Northeastern community continues to thrive during unprecedented and challenging market conditions and has shown tremendous dexterity and resilience during the current pandemic. Quickly transitioning to remote learning and recognized in the media as a forerunner in safely welcoming back students for in-person learning through advanced planning and continuous testing, the institution continues to educate its students and advance the frontiers of knowledge through its research.

Strategic Plan: See the future in [Beyond 2025](#), which presents a unique vision of the future of education rooted in experience, emphasizing impact in the world through education and research, and promoting deeply held values at the heart of Northeastern's mission.

APPLICATION INFORMATION

Please submit your resume and cover letter to vc-gne@pearlstreetcollective.com. Adele Mezher and Maeve Clifford, Managing Partners at [Pearl Street Collective](#), a national women-owned search firm committed to serving as allies and uplifting all voices, are leading the search.

Northeastern University is an equal opportunity employer seeking to recruit and support a broadly diverse community of faculty and staff. Northeastern values and celebrates diversity in all its forms and strives to foster an inclusive culture built on respect that affirms inter-group relations and builds cohesion.

All qualified applicants are encouraged to apply and will receive consideration for employment without regard to race, religion, color, national origin, age, sex, sexual orientation, disability status, or any other characteristic protected by applicable law.

To learn more about Northeastern University's commitment and support of diversity and inclusion, please see www.northeastern.edu/diversity.