

**St. Mary's University**  
**Director, MBA and Graduate Programs, Greehey School of Business**

**Academic Career & Executive Search is pleased to assist St. Mary's University in its search for Director, MBA and Graduate Programs, in the AACSB-accredited Greehey School of Business.**

***This position is open until filled.***

This is a remarkable time for an innovative and energetic leader to join St. Mary's University as the Director of the MBA and Graduate Programs in the Greehey School of Business with AACSB-accreditation held by only 6% of business schools worldwide. Amid the inspiring guidance of a newly appointed president (July 2024), and the excitement of the **Greehey School's new strategic plan**, the next Director will have the unique opportunity to set a compelling vision, drive innovation, and shape and expand programs.

With ongoing innovations, the Greehey School of Business is for purpose-driven professionals allowing students to learn business the way they'll lead it. The School was among the outstanding on-campus MBA programs on the Princeton Review's national and regional lists for the "Best Business Schools of 2023". The MBA-level program is comprised of 40% female students and 40% Hispanic.

The Director also works with the Advisory Council of Executives for the Greehey School of Business to advise and assist with planning and establishing community relationships and partnerships to advance academic excellence and secure student internships and employment opportunities. Members of the Council also support the financial growth and development of the Greehey School of Business. The Advisory Council of Executives is comprised of leaders from business professions, public service and governmental organizations, and the academy.

The Director will be an experienced, market-responsive individual ready to advance the mission of the Greehey School of Business while leading, designing and growing graduate programs to meet the evolving needs of students and industry.

St. Mary's is a Hispanic Serving institution located on a 135-acre campus in northwest San Antonio and offers a blend of historic beauty and modern facilities. Faculty, staff, and students comprise a close-knit academic community. The Greehey School of Business has awarded more than 10,000 degrees and has a strong, committed alumni base.

This position reports to the Dean of the Greehey School of Business and is open to candidates with academic and non-academic backgrounds.

**RESPONSIBILITIES**

- Setting a compelling vision and building cutting-edge programs within the Greehey School that meet the evolving needs of students and industry.
- Increasing graduate enrollment in the Greehey School.
- Engaging in extensive interaction with industry to develop partnerships that help meet the workforce needs of local and regional employers.
- Developing marketing strategies, designing and tracking program metrics, supporting curriculum development, and engaging in other strategic and tactical initiatives.

- Building relationships with corporate, non-profit, governmental, and academic professionals.

### **Academic Applicants**

#### **MINIMUM QUALIFICATIONS**

- Ph.D. or an equivalent terminal degree in a business discipline from an AACSB accredited university
- Holds at least the rank of Associate Professor with enough experience and publications to merit tenure
- Record of excellence in teaching
- Ability to teach at the undergraduate and graduate levels and across multiple instructional modalities
- Track record of scholarly productivity
- An energetic, innovative leader who exhibits professionalism

#### **PREFERRED QUALIFICATIONS**

- Experience building and growing graduate programs (e.g., MBA, specialized MS, etc.) and/or initiatives
- Understanding of market-responsive curriculum design
- Experience implementing online and blended modalities, including emerging program delivery models
- Experience developing marketing strategies and/or working with marketing professionals
- Ability to build relationships with the corporate sector
- An understanding of AACSB International accreditation standards is a plus

### **Non-academic Applicants**

#### **MINIMUM QUALIFICATIONS**

- Minimum of an MBA or similar master's degree from an accredited university
- Professional experience (minimum 5 years working in industry)
- An energetic, innovative leader who exhibits professionalism

#### **PREFERRED QUALIFICATIONS**

- Experience building and growing programs/initiatives in industry or educational settings
- Experience developing successful marketing strategies and/or working with marketing professionals
- Excellent selling and persuasive skills
- Experience managing budgets and/or grants and staff
- Demonstrated ability to build productive relationships with external stakeholders (business and non-profit leaders, professional association representatives, etc.)
- Experience developing and managing program/initiative performance metrics

### **About the University**

## [View Complete University Profile](#)

St. Mary's University, as a Catholic Marianist University, fosters the formation of people in faith and educates leaders for the common good through community, integrated liberal arts and professional education, and academic excellence.

St. Mary's University's mission is deeply rooted in both the Liberal Arts and the Catholic Intellectual Tradition, which informs the five fundamental characteristics of a Marianist education: formation in faith; integral quality education; family spirit; service, justice and peace, and integrity of creation; and adaptation and change. These characteristics are the foundation of a holistic educational experience designed to infuse students' professional training with an understanding of individual human development, community, the natural world, and God. These, in turn, inspire human vocations, ethical engagement and action, and creativity.

Students at St. Mary's experience a nurturing and vibrant community atmosphere that encourages and facilitates civic engagement, undergraduate and graduate research, comprehensive faculty mentoring, and service learning in San Antonio and around the world. That community experience is carried forward and manifested every year in the vocations and service of many alumni, a community of some 36,000 whose goal is to improve the human condition in the world.

### **Strategic Plan**

The University's strategic plan, *Gateway: A Vision for St. Mary's University*, was launched in April 2013, soon after President Tom Mengler took office in Summer 2012. The term Gateway signifies an entry point, a beginning, and a pathway to a more significant stage. Gateway symbolizes and reaffirms the enduring role of St. Mary's integrating the liberal arts with professional preparation for students to lead purposeful lives. Gateway conveys an image of students arriving at St. Mary's on individual paths but joining a global family collaborating on behalf of the common good in service to God. Finally, Gateway evokes a dynamic vision, a strategic plan for a more vital and integrated role for St. Mary's as a partner in the future of San Antonio and the region.

St. Mary's University emphasizes recruiting and retaining top students, strengthening and promoting the Catholic and Marianist tradition, advancing the academic mission, increasing fundraising, strategically allocating resources through excellent stewardship, increasing financial and capital funding, and graduating ethical leaders who are highly sought after in the workplace after graduation.

St. Mary's just completed a \$165 million comprehensive campaign — a fundraising campaign 10 times greater than any prior St. Mary's University campaign and larger than all previous campaigns combined. In 2017, St. Mary's publicly announced its Defining Moment Comprehensive Campaign that began in 2012 with a goal of reaching \$130 million. After surpassing that amount in 2019, St. Mary's extended the goal to \$150 million. The campaign ended in December 2021 having exceeded its goal by

raising \$165 million. The campaign funded 14 new academic positions, 94 new endowed scholarships, and \$58.8 million in increased scholarship funding. It also provided \$5.2 million in funding for Catholic mission initiatives and to establish the Center for Catholic Studies.

### **Living in the Area**

San Antonio is the seventh-largest city in the United States and the second-largest city in Texas, with a population of more than 1.3 million. Located in the south-central part of Texas, the city serves as the seat of Bexar County.

The jewel of the city is the River Walk, which runs through the downtown area. Lined with numerous shops, restaurants, and attractions, the River Walk is transformed into an impressive festival of lights during the Christmas and New Year holidays. Sounds of folklórico and flamenco music can be enjoyed, particularly during celebrations, such as the Fiesta Noche del Rio. The Alamo, located nearby, is Texas's top tourist attraction, while the River Walk is the second most visited attraction. SeaWorld, located 16 miles west of downtown, is the number three attraction. San Antonio is world-famous for its Mexican, Tex-Mex, and cosmopolitan cuisines at fine restaurants throughout the city. The San Antonio Missions National Historical Park was recognized as a UNESCO World Heritage Site in 2015.

San Antonio celebrates its rich heritage with vibrant parades, food-centric events, and lively, local entertainment. We collect medals to show off our San Antonio pride. What started in 1891 to honor the heroes from the Battle of the Alamo has transformed into a city-wide party with a purpose called Fiesta. The St. Mary's Alumni Association hosts one of the largest Fiesta events on the University campus every spring, called The Fiesta Oyster Bake, which is more than 100 years old and raises funds for scholarships for St. Mary's students.

San Antonio has a strong military presence. It is home to Joint Base San Antonio, including Fort Sam Houston, Lackland Air Force Base, and Randolph Air Force Base, with Camp Bullis just outside the city. San Antonio is home to five Fortune 500 companies; the South Texas Medical Center, the premier medical research and care provider in the South Texas region; and the San Antonio Military Medical Center, the largest inpatient medical facility of the Department of Defense. For more information on San Antonio please visit: [www.sanantonio.gov](http://www.sanantonio.gov); [www.sachamber.org](http://www.sachamber.org); or [www.visitsanantonio.com](http://www.visitsanantonio.com).

### **To Apply**

***This position is open until filled.***

**To be viewed by the search firm, you must apply directly at:**

<https://acesrch.applicantstack.com/x/detail/a21esiy1qvmf>

Please apply through the application link and do not email applications.

Applications will be reviewed as they are received and should include a cover letter and curriculum vita/resume. The cover letter must address alignment with the Catholic and Marianist mission and values of St. Mary's University. All applications are treated confidentially.

Inquiries, referrals, and nominations are also treated confidentially.

**Inquiries and questions:** Please send to [StMaryDirector@acesrch.com](mailto:StMaryDirector@acesrch.com)

**Nominations and referrals:** Please send the nominee's name, title, and contact information if available to [nominations@acesrch.com](mailto:nominations@acesrch.com).

***Institution's EEO Statement***

***St. Mary's University is a Hispanic-Serving Institution and an Equal Opportunity Employer. The University is committed to furthering diversity, equity, and inclusion and encourages all qualified candidates apply.***