

University of Phoenix
Tempe, Arizona

Position Specifications

Dean of Specialized Programs – Industry Partnerships

Nursing and Health Sciences

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Prepared by:
Summit Search Solutions, Inc.



University of Phoenix®

www.phoenix.edu

THE INSTITUTION

John Sperling, PhD, a Cambridge-educated economist and professor-turned-entrepreneur, founded University of Phoenix (UPhoenix) in 1976. He made a commitment to provide working adults with higher education at times convenient to them. Now UPhoenix is the nation's largest private university, offering undergraduate and graduate degree programs at more than 100 locations, as well as online in most countries around the world. Not only do students attend classes that are convenient, they earn degrees that are built for the careers they want.

UPhoenix's commitment extends to higher education innovations as well by pioneering many of the conveniences that students now enjoy — evening classes, flexible scheduling, a university-wide academic social network, an immersive online classroom and an online library. In addition, the University has 20 years of experience in online education — a kind of education that's research-proven to be just as effective as conventional instruction.

Faculty members have both real-world and academic experience. This means students can use what they learn in class the very next day they're at work. Degree programs at the associate, bachelors, masters and doctoral levels are offered — to give students choices and room to grow.

The University is in a period of reinvention, with a new president and a host of new senior leaders including the Executive Dean of the College of Health Sciences. The College seeks to be the place for nurses and healthcare administrators to establish and advance their careers through specialized certificates, specialized concentrations, continuing education, and degree programs. The University of Phoenix provides an incredible platform for the right leader to develop a College to meet the needs of a rapidly evolving health care system -- there is no other university with the size and scope of the University of Phoenix. For more information visit: <http://www.phoenix.edu>

Location: Tempe, AZ (greater Phoenix)

THE OPPORTUNITY

The **Dean of Specialized Programs (Industry Partnerships) for Nursing & Health Sciences** is a newly created position that will join a restructured college and a newly formed national sales team. This highly visible executive is responsible for analyzing, designing, developing, delivering and evaluating learning solutions to meet the strategic goals of the business and community college stakeholders. The Dean will evaluate industry markets and identify new customer and industry needs – harvesting concepts from existing programs to create solutions that leverage UOPX's current programs. The Dean will oversee the customizations of programs as needed and will launch them successfully with business and community college stakeholders.

Specifically, the Dean will:

- Develop relationships and programs with the goal of enhancing business to business enrollments.
- Create the infrastructure for the specialized program department from the ground up for the College. This may include forms, templates, decision making processes, training programs, marketing collateral, etc. Liaison with Apollo Professional Sales to ensure they have the information, tools, and resources they need from the College to successfully package and sell our existing content. Work with Apollo Professional Sales to successfully identify opportunities for new or customized content.
- Liaison with Ground Campus Staff to ensure they have the information, direction, tools, and resources needed to successfully enroll students in concurrent enrollment programs and other programming opportunities.
- Link the College's academic, regulatory, and marketing teams with Apollo Professional Sales and Ground Campus Staff through efficient, effective training and communication channels. Representative the college to employers and partners as needed.
- Oversee future Community College Manager.

Position Qualifications:

- Bachelor's degree required.
- Nursing or health care industry experience is highly preferred. This dean must be able to communicate credibly about nursing and healthcare education to hospitals, medical centers, long term care facilities, insurance providers, pharmaceutical companies, etc.
- Experience in business development, academic partnership development, and/or community relations required. Must be able to develop relationships and identify connections between multiple departments and stakeholders.
- Deep understanding of programs/products, their content, and their application to the needs of industry.
- Ability to provide evidence which reflects an ability to implement educational design processes that is considered best practice.
- Proven track record in the creation and delivery of differentiated educational solutions that leverage partners and are aligned to a company go-to-market strategy.
- Ability to architect solutions including piecing together program configurations and other partner solutions to balance configurations and customization.
- Ability to work in a matrixed environment; demonstrated experience effectively leading and influencing non-direct reports
- Excellent oral, written, and interpersonal communication skills to communicate and enforce academic program policies, procedures, and standards to campus and corporate personnel.

PROCEDURE FOR CANDIDACY

Confidential review of applications will begin immediately. Click the following link to apply and submit your CV/resume. [Apply Now](#)

Or copy and paste the following link into your browser:

<http://summitsearchsolutions.catsone.com/careers/index.php?m=portal&a=apply&jobOrderID=4603604&portalID=5652>

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The University of Phoenix provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, national origin, age, disability, genetic information, marital status or status as a covered veteran in accordance with applicable state and local laws governing nondiscrimination in employment.



[Summit Search Solutions, Inc.](#) is a boutique executive search firm with a team of experienced recruiting consultants in strategic locations across the country including New York, North Carolina, Colorado and California.



PHOENIX/TEMPE, ARIZONA

Phoenix is a sophisticated western city that values its roots. Located in an area known as the "Valley of the Sun," Phoenix is surrounded by several mountain ranges and the Sonoran Desert, which provide gorgeous scenery and ample opportunities for hiking, biking, and horseback riding. Thanks to the warm climate and sunny skies, seasonal tourism plays a major role in the city's economy, with many visitors arriving in winter months to patronize area golf resorts and spas. Many locals live in beautiful suburbs such as Scottsdale, Tempe, Mesa and Glendale.

Somewhat surprisingly for a desert city, the Greater Phoenix

area is home to over 100 golf courses. Other significant players in Phoenix's economy include government offices, high-tech companies such as Intel and Honeywell, and the University of Arizona. Though Phoenix is one of the most populous cities in America, it is also sprawling and not densely settled, making the city feel more like a collection of urban villages than a metropolis. In the city center, however, visitors will still find a classic downtown area, complete with skyscrapers and world-class cultural attractions such as Phoenix Symphony Hall and the Orpheum Theatre. Other noteworthy attractions include the Phoenix Art Museum, the Arizona Science Center, the Phoenix Zoo, and the Musical Instrument Museum as well as the Pueblo Grande and Cultural Park and Heard Museums where you can learn about the Native American culture in the Southwest.

- Compared to the rest of the country, Phoenix's cost of living is 1.10% lower than the U.S. average.
- The unemployment rate in Phoenix is 5.40 %, (U.S. avg. is 6.30%). Recent job growth is positive. Phoenix jobs have increased by 1.99 %.

For more information on Phoenix and Tempe, Arizona, please visit:

Visit Phoenix, http://www.visitphoenix.com/index.aspx?gclid=CMLXhY_px8ACFQto7AodgXgAcA
Phoenix Chamber of Commerce, <http://www.phoenixchamber.com/>
Arizona Office of Tourism, <https://tourism.az.gov/>
City of Tempe, AZ, <http://www.tempe.gov/>
Tempe Chamber of Commerce, <http://tempechamber.org/>

The city of Tempe is an exciting mixture of Southwestern hospitality, prosperity and success. In the center of the Valley of the Sun, Tempe covers approximately 40 square miles and is home to more than 166,000 residents.



While enjoying dynamic growth, the city has maintained its unique personality and style through a careful and masterful blending of the new with the old. Respecting its heritage and energetically planning for the future, Tempe is a wonderful mix of history and modern urban amenities.

Tempe has a distinct identity as an emerging destination city, replete with all the offerings of a city rich in economics, technology, culture, tourism and educational resources. Tempe offers a blend of quality new developments, revitalization and redevelopment, prestigious institutions such as Arizona State University, and celebrated traditions. Tempe brings it all together – bright Arizona sun, rewarding places to work, diverse cultures, a myriad of recreational opportunities, the best in entertainment and an unparalleled Southwestern lifestyle. Tempe is the place to live, learn, work and play!

