

## Opportunity Profile



UNIVERSITY  
*of* VIRGINIA

DARDEN SCHOOL  
*of* BUSINESS

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University of Virginia Darden School of Business  
Senior Director, Consulting and Professional Services  
Careers

Summer 2017

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# The Organization

From its founding by Thomas Jefferson, the University of Virginia (UVA) has been one of the world's top research universities, and considered to be among the top one or two public universities in the United States. UVA's Darden School of Business offers residential and executive format MBA programs in its Northern Virginia/Washington D.C. and Charlottesville, Virginia locations, and has been ranked the number one educational experience in the world by the Economist magazine for five consecutive years and the number two MBA program in the world in 2015. North America's only university location classified as a UNESCO World Heritage site, and with [Top Ranked Faculty](#) and a new [Dean](#), Darden is poised to optimize its presence in support of its mission to improve the world by developing and inspiring responsible leaders and by advancing knowledge.

**Web Address**      <http://www.darden.virginia.edu/>



*Thomas Jefferson Statue Overlooking Darden's Flagler Court*

## The Position

### **Location**

Flexible but preference for Charlottesville, VA. Reasonable physical presence in Charlottesville during peak periods is required.

### **Reports To**

Assistant Dean, Career Development Center

### **Position Summary**

The University of Virginia Darden School Of Business, one of the world's leading business schools, seeks candidates for Senior Director, Consulting and Professional Services Careers. Career areas include strategy/management consulting, technology consulting, boutique consulting, accounting, and executive search. The executive will work with both the Career Development Center (CDC) and Alumni Career Services (ACS) teams.

Darden's top-ranked CDC provides 900+ MBA (Residential and Executive) students with one-on-one professional career advising, lifelong career management skills, and exceptional internship and post-MBA job search support. We empower students on their job search journey, and our commitment to student success has no bounds. The department thrives on helping students maximize their employment opportunities.

The CDC engages over 130 companies on-Grounds annually that recruit and hire students for careers in consulting, investment banking, general management, and high tech. Each year, several hundred employers make MBA positions available to Darden talent; often leveraging off-Grounds recruiting technologies and platforms. Our employer engagement model helps these companies achieve their full-time and internship hiring goals, including accessing alumni talent from Darden's exceptional global network.

The Senior Director, Consulting and Professional Services Careers will work to develop and execute the vision for a deeper engagement between students and employers in this global industry. A desired profile for the position includes a seasoned professional at a leading management consulting firm who has a passion for helping MBA students pursue career paths in the industry, a seasoned talent acquisition professional who has consulting or strategy functional experience in his/her background, and/or a senior executive or c-suite level consulting/professional services leader who seeks to bring his/her time and talents to UVA Darden.

This Senior Director has the unique ability to build deep and meaningful relationships with both Darden MBAs pursuing consulting/professional services careers and the top MBA hiring employers in the consulting/professional services spaces. Thus, expanding his/her network and maintaining industry knowledge and insights is critical. Successful Senior Directors will interact with students to understand their skills and needs and efficiently guide employers to optimal fit with Darden's talent. In short, we are looking for experienced professionals who have a strong interest in sharing his/her business experiences with the Darden community and placing the next generation of business leaders with leading companies, simultaneously helping businesses meet their talent needs, and executives fulfill their career ambitions.

### **Specific Responsibilities**

Build and maintain network with Darden alumni and corporate hiring executives and recruiters in the consulting/professional services sector to gain insight into talent needs, increase the number of jobs sourced at Darden, and to build brand for the school;

Provide employment and industry insights to guide consulting/professional services firms on optimizing hiring strategies of Darden MBA talent;

Leverage network and relationships to lead, manage, and organize individual coaching sessions and small group meetings with students and alumni who have an interest in consulting/strategy careers;

Improve quality of career outcomes in consulting/professional services as measured by timely employment and compensation realized by candidates;

Introduce and connect students and alumni with consulting/professional services firms through the design and delivery of career offerings (e.g., workshops, resources, online content);

Engage Consulting club, a popular Darden student organization; and

Collaborate, partner, and build productive relationships with CDC and ACS team members and individuals across the Darden enterprise.



*Darden's Goodwin Family  
Grounds and Saunders Hall*

## The Person

### **Leadership Competencies and Characteristics**

Executive and seasoned professional familiar with global business trends and issues.

Proven ability to develop productive long-term relationships with key stakeholders.

Strong communicator, both written and verbal.

High level of emotional intelligence, empathy, integrity and collaborative ability.

Willing to travel and work flexibly according to student and employer schedules.

History of talent development and coaching in the consulting/professional services sector.

Personality and leadership presence to build credibility and strong relationships with internal and external constituencies; appreciates shared governance and is a team player.

Impact and results orientation; gets things done both individually and through others.

Believes in and is motivated by Darden's and UVA's missions.

### **Education and Experience**

Master's Degree, ideally in Business Administration (MBA) from a leading business school (candidates holding Ph.D., J.D., or other terminal degrees with required work experience are encouraged to apply).

Extensive experience; several years (at least 7 years) of post-masters work experience in strategy/management consulting, technology consulting, boutique consulting, accounting, and executive search.

An equivalent combination of education and relevant experience is acceptable. 'Hands-on' experience in in the areas described above is required, as is familiarity with MBA hiring processes and with coaching individuals.

## The University of Virginia

The University of Virginia ranks as one of most important universities in the nation. A vigorous, modern, and student-centric institution, UVA is animated by the forward-looking spirit of its founder, Thomas Jefferson. A UNESCO World Heritage Site, the University was designed as a model for cross-disciplinary residential education that would cultivate the leadership and innovative thought needed for an emerging nation.

The University of Virginia has a distinctive mission among American public universities. Its commitment to undergraduate education and the liberal arts has been a guiding principle since its founding. From its beginning, UVA has served not just citizens of the Commonwealth, but also the nation and the world.

The University's eleven schools, many ranked at the top of their fields, offer more than 230 undergraduate and graduate degrees to approximately 15,000 undergraduates and 6,000 graduate students. The University has a total budget of \$2.59 billion, and an endowment of over \$6 billion. A second campus, located in the Appalachian Mountains, offers a liberal arts education to approximately 2,000 undergraduates.

UVA Health System, located adjacent to the main University, is a nationally-ranked academic medical center, comprised of the Medical Center, School of Medicine, School of Nursing, and the Claude Moore Health Sciences Library. The Medical Center includes a 600+ bed hospital, level-I trauma center, nationally-recognized cancer and heart centers, UVA Children's Hospital, and primary and specialty clinics throughout Virginia.

A "Research 1" university, UVA has strong partnerships with some of the world's largest companies across a wide range of industries. Sponsored research awards total more than \$285 million from all sources, including federal and state agencies, industry, and private foundations. Each year, UVA files nearly 200 reports of invention and brings innovative companies and products to market. The University has a large research park located near the Charlottesville airport.

The University of Virginia is currently ranked as the No. 1 public university value by *The Princeton Review*, No. 3 best national public university by *U.S. News and World Report*, and No. 2 best public college value in the nation by *Kiplinger. Investor's Business Daily* ranks UVA third in the nation in terms of annual return on investment based on cost of tuition and projected earning potential of UVA graduates. The University has a triple-A rating from all three major bonding agencies, who routinely extol its sound and prudent management. The University has over 215,000 highly successful alumni located in all 50 states and 172 countries around the world.

## Charlottesville, Virginia

Charlottesville consistently ranks as one of the top places in the country for quality of life, and was recently named America's happiest city. Nestled amid the foothills of the Blue Ridge Mountains, the greater Charlottesville region offers visitors a thriving community and a lively scene for arts and culture. Replete with the history of three USA Presidents that hailed from nearby, Charlottesville is reminiscent of a Tuscany of the east coast, is surrounded by vineyards, microbreweries, and estates that make it one of the top wedding destinations in the US. Charlottesville has a vibrant and rapidly growing start-up and private equity and asset management ecosystem.

Just beyond city limits, quiet rolling hills and family farms complement city life within Albemarle County's more than 700 square miles of vibrant natural beauty, including Shenandoah National Park's Skyline Drive, ski resorts less than an hour away, and abundant history and heritage. Charlottesville is easily accessible with multiple daily Amtrak service to Washington DC, and enjoys its own convenient airport. The Richmond International Airport and Washington DC Dulles International Airport are about 60 and 90 miles away.

This juxtaposition of a bustling city and rural life creates a rich diversity in Charlottesville and Albemarle County. You see it in a rich array of vineyards and restaurants, where talented chef-owners can compete with restaurants in any major American city, blending traditional fare and regional favorites with flavors and influences from around the globe. The Charlottesville MSA has a population of just over 200,000 people.



*Charlottesville's Downtown Pedestrian Mall*

You hear it in the variety of music echoing from the John Paul Jones Arena, the Charlottesville Pavilion or Batesville Country Store, where free concerts fill the air with salsa, bluegrass, and every genre in between. This past year alone Charlottesville welcomed the Eagles, Paul McCartney, Fleetwood Mac, Stevie Wonder, Jason Aldean, and Luke Bryan, among many other headline acts. The Dave Matthews Band is from Charlottesville.

You feel it in the incredible sports scene provided by the University. Reigning national champions in men's soccer, baseball and tennis, and with top ranked teams in almost all Division I sports, UVA was awarded the Capital Cup for the best athletic program among USA universities, and UVA fans are passionate.

A wonderful place to raise a family, Charlottesville and Albemarle County have schools that are consistently ranked [top in Virginia](#).



*View of the UVa Rotunda and the Lawn*

## Application/Nomination Information

Initial screening of applicants will begin immediately and continue until the position is filled. Please direct all communications, including confidential inquiries and questions, to Mary Jones, Associate Director of Talent Acquisition.

University of Virginia Darden School of Business  
c/o Mary Jones, Associate Director of Talent Acquisition  
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*The University of Virginia is an equal opportunity and affirmative action employer. Women, minorities, veterans and persons with disabilities are encouraged to apply.*