



## **Search for the Director of the Chaifetz Center for Entrepreneurship**

Saint Louis University seeks nominations and applications for the position of Director of the Chaifetz Center for Entrepreneurship. The Director is the primary spokesperson for the Center, and will play a significant role in the design, development and implementation of university-wide entrepreneurship programming, events, competitions and other entrepreneurial related activities. The Director will fulfill the mission of the center by driving the on-going development and growth of the program and will leverage the extensive network of SLU faculty, staff, alumni, industry partners and St. Louis community stakeholders.

### **Saint Louis University**

Founded in 1818, Saint Louis University is one of the nation's oldest and most prestigious Catholic institutions rooted in Jesuit values and with a pioneering history as the first university west of the Mississippi River. At the core of the University's diverse community of scholars is SLU's service-focused mission, which challenges and prepares students to make the world a better, more just place. SLU established a campus in Madrid, Spain, in 1967, becoming the first American university to be recognized by Spain's ministry of higher education. In 2018, Saint Louis University marked its bicentennial, celebrating 200 years of academic excellence and service to the community.

The mission of Saint Louis University is the pursuit of truth for the greater glory of God and for the service of humanity. The University seeks excellence in the fulfillment of its corporate purposes of teaching, research, health care and service to the community.

The University is dedicated to leadership in the continuing quest for understanding of God's creation and for the discovery, dissemination and integration of the values, knowledge and skills required to transform society in the spirit of the Gospels. As a Catholic, Jesuit university, this pursuit is motivated by the inspiration and values of the Judeo-Christian tradition and is guided by the spiritual and intellectual ideals of the Society of Jesus. People from every religious identity, practice or tradition are welcome at SLU. Student groups such as the Interfaith Alliance and campus ministry's affiliate minister program encourage the spirituality of all members of the SLU community.

### **Leadership**

The leadership of Saint Louis University carries out its responsibilities guided by SLU's enduring Jesuit mission and Catholic values. With a focus on putting students and patients first, SLU's leaders are dedicated to the principles of shared governance, and are committed to the careful and strategic stewardship of the University's resources. Saint Louis University is governed by a [board of trustees](#) comprising business, civic and religious leaders, many of whom are SLU alumni. The board elects the president and is responsible for oversight and governance of the University.

Accountable to the board of trustees, [University President Fred P. Pestello, Ph.D.](#), is SLU's chief executive officer. He is responsible for advancing the University's mission of education, health care and service

## **The Community of St. Louis**

Located in the middle of the city that shares its name, SLU is walking distance from both St. Louis' performing arts center and from the [Cortex Innovation District](#), which is one of the key reasons St. Louis is one of the top start-up cities in America. An easy drive from more than 300 cities, it is easy to see campus in a day, or spend an entire weekend getting to know SLU and the city of St. Louis. St. Louis is home to nine Fortune 500 companies, including Monsanto, Express Scripts, Emerson Electric and Edward Jones. No wonder there's a strong SLU alumni network of more than 51,000 in St. Louis. It's also a hotbed of innovation and entrepreneurship, with *Popular Mechanics* ranking St. Louis the No. 1 start-up city in America in 2015 and *Forbes* ranking it second in 2018.

The St. Louis area is home to not one, but three innovation districts. The newest district, 39 North, nurtures research and collaboration in the field of plant science and AgTech. The Washington Avenue tech corridor is remaking the heart of downtown, and Cortex is home to a thriving biomedical community. The Cortex Innovation Community was founded in 2002 through a collaboration among SLU, Washington University in Saint Louis, University of Missouri – St. Louis, BJC Healthcare, and the Missouri Botanical Garden. It is the Midwest's premier innovation hub for research, development, and commercialization in biosciences and technology. Cortex anchors the St. Louis region's growing innovation ecosystem for startups and established companies.

In addition to these, the region supports a network of incubators, nine accelerators covering [biotech](#), [IT](#), [AgTech](#), [FinTech](#), [Cybersecurity](#), [Sports](#), [Fashion](#), [Pets](#) and [Energy](#). Accelerators such as [Capital Innovators](#) are recognized globally for their impacts and models. St. Louis was the first city to which the Cambridge Innovation Center expanded, and is the home to innovative global competitions such as [Arch Grants](#) (an accelerator that doesn't take equity) and [GlobalHack](#), one of the largest single hackathons in the world. SLU and the Center are involved with virtually all of these, including hosting and sponsoring GlobalHack, and having two of the accelerators started by former Center directors.

St. Louis is in the midst of a renaissance of entrepreneurialism and is a place where big ideas can grow. Incubators provide dense collision points and serve to connect entrepreneurs in new ways. It's all built on the robust spirit of innovation that is ingrained in the history of St. Louis. The extensive range of private funds and public support in the St. Louis region is an asset. Venture capital, angel investors, high-profile accelerators and public funds are all readily available for high-growth startups.

In addition, the National Geospatial-Intelligence Agency will build a new campus called [NGA West](#). This is the largest federal investment project in the history of St. Louis and will be less than two miles from campus. [SLU and NGA signed](#) a Collaborative Research and Development Agreement in January 2019 covering geospatial research, training and innovation initiatives. This is the latest in town-gown collaborative opportunities available to SLU and to the Center.

## SLU by the Numbers

SLU has 17 programs ranked in the top 50 for 2019 by U.S. News & World Report and the business programs are ranked number 87 overall.

Three graduate programs in the Richard A. Chaifetz School of Business were ranked in the top 15 in the recently released 2020 rankings: entrepreneurship, international business, supply chain management and the graduate accounting program ranked No. 35. In addition, four of the undergraduate programs made the top 50 for 2019: #11 International Business, #18 Entrepreneurship, #28 Accounting, and #44 Finance.

*“We’re excited to see our international business program recognized as one of the top 10 in the country and honored to be one of only five universities nation-wide recognized with nationally-ranked graduate programs in accounting, entrepreneurship, international business and supply chain management. This distinction is a testament to the Chaifetz School’s continued commitment to quality in business education and dedication to uniquely preparing our students for success after graduation.”*

Mark Higgins, Ph.D., Edward Jones Endowed Dean of the Chaifetz School.

## The Chaifetz Center for Entrepreneurship

The Chaifetz Center for Entrepreneurship (CCEC) was one of the first twenty-five centers of its kind in the world. Founded by legendary entrepreneurship educators Robert Brockhaus and Jerome Katz, the Center pioneered town-gown bridging programs such as student consulting teams, mentors-in-residence, and student competitions, such as the Global Student Entrepreneur Awards which is now run by the Entrepreneurs' Organization. Over the years as the Chaifetz Center's leadership, Brockhaus and Katz have served in top positions in the International Council for Small Business (ICSB), the US Association for Small Business and Entrepreneurship (USASBE), the Small Business Institute Directors Association (SBIDA), and the Entrepreneurship Division of the Academy of Management. The Chaifetz Center has won both the 2006 Global Consortium for Entrepreneurship Centers Award for Outstanding Contributions to Advance the Discipline of Entrepreneurship as well as the NASDAQ Entrepreneurial Center Excellence Award in 2002.

The Chaifetz Center supports the Chaifetz School of Business' Entrepreneurship Program which has been ranked in the top-25 nationally every year since 1994 (currently ranked 13th for graduate majors in entrepreneurship in *U.S. News & World Report* and 18th in Princeton Review/*Entrepreneur* Magazine, and 18th for undergraduates in *U.S. News & World Report*), as well as the Entrepreneurship Law concentration in SLU's Law School, and the Nutrition & Culinary Entrepreneurship major in the Doisy School of Allied Health Sciences. The Chaifetz Center also supports cross-campus entrepreneurship education through the 35-member Coleman Fellows Program, the Kern Engineering Entrepreneurship Network, and SLU's involvement in the NSF's I-corps program on campus.

Currently, the Chaifetz Center's programs fall into three groupings – [collegiate programs](#), [high school programs](#) and [community programs](#). Examples of each include:

- New Idea Generator Competition/Idea Dash in which students come up with innovative solutions to problems posted online, and for finalists, in-person for on-the-fly solutions while riding the train at the St. Louis Zoo (collegiate and high school versions of the competition).
- Elevator Pitch Competition in which students come up with a video 30-second elevator pitch of their idea, with finalists presenting in elevators to millionaires and celebrities riding a dozen elevators in Missouri's second-tallest building (collegiate and high school versions of the competition).
- Pitch & Catch Competition/Angels in the Outfield in which students craft a pitch and pitch deck, with finalists pitching their business from the track at the St. Louis Cardinal's Busch Stadium to entrepreneurs gathered to hear the pitches (collegiate and high school versions of the competition).
- High school programs such as TrepStart Day, where 700 or more high school students come to SLU to hear from Rockstar student entrepreneurs (think *Shark Tank* teen winners) and the Allsup Summer LiftOff Program which brings high school students to campus for a week to develop Smart City projects.
- Community Programs include our [Institute for Private Business](#), which serves the developmental and growth needs of privately-held and family-owned businesses in the St. Louis metropolitan region, as well as Chaifetz Center involvement in community entrepreneurship efforts such as helping out at local accelerators, mentoring alumni and members of the St. Louis community, serving as the regional operator of the SXSW Student Startup Madness, and connecting the community to entrepreneurship resources and programs on the campus.

## Role of the Director

Reporting directly to the Edward Jones Dean of the Chaifetz School of Business, Mark Higgins, the Director is expected to work closely with the Distinguished Professor of Entrepreneurship and collaborate with internal and external stakeholders as the Chaifetz Center for Entrepreneurship moves towards its goal of becoming a key university-wide resource.

As the center continues to grow and evolve under the leadership of the director, the following priorities should be addressed:

**Nurture and cultivate existing partnerships outside of the institution while building new relationships within the community.** St. Louis is a welcoming city and the new director will be embraced by the business and entrepreneurial community. In particular, developing and expanding relationships with the global entrepreneurship ecosystem is a must and expanding current relationships with the local angel and venture capital investment community will also be critical. Working with groups such as CIC/Cortex District, T-REX, Independent Youth, Urban League, NFTE, St. Louis Economic Development Partnership, Stadia Ventures, Capital Innovators, Cultivation Capital, Brazen/Prosper, Six Thirty, Yield Lab, etc. will be a core element of success. The Director will always need to be on the lookout for new opportunities to extend the “brand”. Fundraising for the Center for Entrepreneurship will be an important component of this position.

**Direct, support and grow the existing Chaifetz Center for Entrepreneurship staff while also mentoring and providing an active and innovative approach to partnership with students, faculty and the outside community.** The Director will manage the college student coordinator who works with the entrepreneurship club competitions and coordinates all student competitions; the high school student coordinator who works with area high schools and coordinates all student competitions; and the program manager for the Institute for Private Business. The Director may be asked to co-teach entrepreneurship courses as needed.

**Connect both internally and externally with key stakeholders to ensure the Chaifetz Center for Entrepreneurship continues to offer support to students and faculty.** Building a university-wide entrepreneurship advisory committee will be an essential early goal for the new Director. Important internal relationship building includes continuing the successful collaboration with the Richard A. Chaifetz School of Business, Parks College of Engineering, Aviation & Technology, School of Law, the School of Nursing, the Doisy College of Allied Health, Arts & Science while expanding existing relationships with other colleges across campus.

## Required Qualifications

This position requires a bachelor's degree (master's preferred) from a regionally accredited college or university and a minimum of 10 years related professional experience.

Significant experience with new venture development, including startup, growth, maturity, and exit is a must. Significant experience with mentoring, new venture financing, fundraising, and interacting with the business community is also required. Ability to capitalize on SLU's partnership with the Cortex Innovation Community, build relationships with industry and

entrepreneurs. The individual will also work with faculty in the management department and the university research office to strengthen entrepreneurship ties across the campus.

### **Desired Attributes and Experience**

- Knowledge of development/fundraising concepts and appropriate solicitation techniques
- Knowledge of budget processes
- Interpersonal/human relations skills
- Supervisory skills for students and staff
- Recruiting and hiring student interns and adult volunteers
- Recruiting and leveraging evangelists (ambassadors, speakers, judges, mentors, etc.)
- Verbal and written communication skills
- Planning skills
- Leadership ability
- Ability to initiate and maintain professional relationships
- Possess great interpersonal skills; able to meet people easily and make connections effortlessly.

### **Process of Candidacy**

The Chaifetz Center for Entrepreneurship Director search committee will evaluate the applicant pool immediately.

Saint Louis University is being assisted in the search by Storbeck, Pimentel and Associates, for additional information, please contact:

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*Saint Louis University is an equal opportunity/affirmative action employer. All qualified candidates will receive consideration for the position applied for without regard to race, color, religion, sex, age, national origin, disability, marital status, sexual orientation, military/veteran status, or other non-merit factors.*