

# Kerri Regan

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## RELATIONSHIP BUILDER • STRATEGIC THINKER • LEADER

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- Experienced higher education professional with 15 years' experience working for an international business school
- Confident public speaker and proven relationship builder
- Direct experience with academic program planning, delivery and evaluation
- Significant experience in recruiting and admissions processes in graduate management education
- Extensive global work travel to Europe, Asia, North & South America for recruiting, partner management & alumni engagement activities

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## RELEVANT EXPERIENCE

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### **Smith School of Business Kingston, ON Canada**

#### **Adjunct Lecturer Smith School of Business January 2016 to Present**

COMM 370; Business Communications in North America. This course has been created to support the incoming undergraduate exchange students to Smith.

- Learning objectives include helping students compare notable differences between their business culture and that of Canada/North America; cultivating an appreciation for and applying principals of business communications and the development of an understanding of key soft and professional skills required for success in the Canadian job market

#### **Director, Smith Master of International Business August 2017 to Present**

- Consistently increased overall application volume resulting in a 47% increase in double degree enrolments
- Developed outreach activities to engage alumni; #1 in NA for FT MiM ranking – 48<sup>th</sup> globally
- Leadership of program operations leading to increase satisfaction levels and increased referrals by program alumni

#### **Associate Director Centre for International Management March 2015 to Present**

- Lead and manage a team of staff responsible for the delivery of the graduate exchange experience in Queen's Full Time MBA, Master programs and the Saudi Industrial Development Fund Credit Officer Program.
- Created, planned & executed recruitment & admissions strategies for Queen's

- Master of Finance – Beijing program.
- Conduct interviews for double degree candidates and participate actively in the Master of International Business program admissions committee

**Associate Director  
Smith Master of International Business  
March 2014 to March 2015**

- Designed and built a number of online tools in collaboration with Smith Marketing to enhance program's online content. Total application volume grew by 20% in 2015.
- Established a library of topical webinars to highlight unique aspects of the program, resulting in a significant increase in the number of registrations and attendees
- Engaged the student body in the recruitment and onboarding process, through online profiles, blogs and assistance in host candidates.

**Communications Manager  
The Monieson Centre for Business Research in Healthcare  
May 2012 to February 2014**

- Planning, execution and evaluation of large-scale research and policy conferences, workshops and speaker series
- Collaboration and stakeholder engagement with departments and faculty across both the Business School and Queen's University in the development of projects and events

**Manager, Recruiting and Admissions  
Queen's MBA program  
October 2006 to May 2012**

- Developed the program's recruitment strategy leading to a doubling in class size (2010-2013)
- Planned recruitment strategies for both international and domestic markets which included roles with the Canadian MBA Alliance, Women in Leadership events, coordination and execution of information sessions around the world
- Developed the program's student ambassadors program
- Conducted MBA admission interviews across Canada and internationally as part of the admissions process
- Extensive international travel for the purposes of building program profile/awareness and recruiting students for Smith's full-time MBA Program
- Coordinated with Marketing department on activities and material to promote the program locally, nationally and internationally both digital & print

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## **EDUCATION & CERTIFICATIONS**

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**Cultural Intelligence Center  
Level 1 CQ Certification Program**

- Certified facilitator of the cultural intelligence model and research
- Trained to interpret and debrief the CQ Multi-Rater Assessment and feedback reports

**Queen's University**  
**Master of Education (MEd)**

*Thesis Topic: Examining the career paths of non-academic staff in universities*

**Laurentian University**  
**Bachelor of Business Administration (BBA)**

**St. Lawrence College**  
**Business Administration, Marketing**

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## **ADDITIONAL INFORMATION**

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**Queen's Commerce Case Union**  
**Faculty Advisor**  
**(2015 – present)**

- Actively involved with undergrad case team; advisor role with teams competing in international competitions in Australia (2015), Netherlands, Singapore (2016) & Thailand (2017)

**Queen's Managerial & Professional Group Focus Group**

- Volunteered for several focus group sessions to help inform the development of the competency library designed to support the performance dialogue process for senior-level staff at Queen's

**Graduate Management Admissions Council Leadership Conference Speaker**  
**(February 2017)**

- In collaboration with international colleagues, contributed to the design & delivery of a session on Master in Management programs and their role and place within graduate management education.

**Bethany Kids Inc. ([www.bethanykids.org](http://www.bethanykids.org))**  
**Canadian Board of Directors**  
**September 2015 to Present**  
**International Board of Directors**  
**June 2018 to Present**

- International non-profit organization providing surgical and rehabilitative care to children in East Africa