



Alex Faklis

DIRECTOR

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During her tenure at Huron, Alex has partnered on distinct engagements with more than 25 universities. Alex specializes in operational assessments, strategic planning and its alignment with technology, and performance improvement. Her higher education experience includes working directly in university settings as well as in consultative roles.

PROFESSIONAL EXPERIENCE

Prior to joining Huron, Alex worked as a consultant at Eduventures, Inc., focused on large-scale research efforts for development and alumni relations. Before Eduventures, Alex worked in the Office of Donor Relations at Harvard Business School.

SIGNATURE ENGAGEMENTS

Representative examples of Alex's engagement experience include:

Strategic Planning and Technology Alignment:

- + Led an assessment of the undergraduate student experience at a "top 20" university, ultimately resulting in a new vision and related goals for the undergraduate student experience; implemented recommended strategies to unify undergraduate enrollment and improve course planning, registration and retention
- + Conducted assessments and primary research that ultimately informed central strategic planning efforts for donor relations at both public and private institutions post-campaign
- + Determined benefits and risks for increasing enrollment-related revenues at a premiere public university; supported the development of a complex financial model, incorporating price elasticity, to predict effects of options for enrollment growth 5-10 years out
- + Performed in-depth market research to inform revenue-related opportunities for a private university's graduate enrollment portfolio, resulting in the identification of high-potential current and new academic programs
- + Conducted enrollment expansion planning in partnership with faculty for academic programs offered through a premiere school of medicine
- + Partnered with elite institution in the Midwest on pre-implementation planning for the replacement of its homegrown technology for alumni relations and development, including detailed timeline development, RFI creation, data cleansing, and data mapping

Operational Assessments and Implementations:

- + Led organizational redesign efforts within Human Resources, Finance, Budget, Information Technology, Student Affairs, Institutional Planning, and Facilities for two merged public universities
- + Identified areas for operational improvement at a highly selective university related to enrollment, including Admissions and Financial Aid; operational assessment and associated primary research resulted in the creation of a tactical implementation plan to shift to a more relational recruiting model
- + Led a review of business processes across multiple administrative units, spanning from Financial Administration to Academic Affairs, at a large public university system to determine how to best centralize system-wide efforts moving forward

Performance Improvement:

- + Guided university-wide assessments at multiple institutions focusing on cost savings and revenue generation opportunities, concentrating on University Advancement, Information Technology, Research Administration, and space utilization

EDUCATION AND CERTIFICATIONS

- + Master of Arts, Higher Education Administration, Boston College, Chestnut Hill, Massachusetts
- + Bachelor of Arts, English and Human Development, Boston College, Chestnut Hill, Massachusetts