



# Ben Chrischilles

MANAGER

312-937-0676

[bchrischilles@huronconsultinggroup.com](mailto:bchrischilles@huronconsultinggroup.com)

Ben has ten years of experience in the education and non-profit industries, with roles covering strategic planning, development and fundraising, government affairs, and CRM implementation. His work at Huron focuses on student lifecycle management, with experience helping institutions design and implement strategies to enhance enrollment, academic accessibility, and student success and retention, and supporting institutions with their overall financial management and institutional strategic planning.

## PROFESSIONAL EXPERIENCE

Prior to joining Huron's Higher Education Strategy & Operations and Student Lifecycle Solutions Practices, Ben was the Managing Director of Corporate, Foundation & Government Affairs and Interim Head of Development at Teach for America (TFA). In these roles, Ben was responsible for setting annual revenue goals for the organization's Chicago region, raising \$6.5M annually from corporate, foundation and state funding sources, managing the development team, and serving on the TFA Chicago Leadership Team. Prior to TFA, Ben was a high school math teacher and soccer coach.

## SIGNATURE ENGAGEMENTS

- + Student Lifecycle Solutions:
  - o Led the development of a five-year Strategic Enrollment and Student Success Plan alongside a Steering Committee of leaders from a regional public institution and continued after the plan was developed to facilitate and manage the change management, socialization, and implementation process.
  - o Conducted organizational assessments of the Student Affairs Division at an Ivy League institution and a Midwest private technology institution. Both assessments focused on understanding the current approach to Student Affairs and redesigning the organizational structure to better meet students' needs.
  - o Led an engagement with a Top 10 private Graduate School of Education to develop a strategic enrollment management plan and financial aid strategy. The plan included recommendations that:
    - Increased incoming enrollment by 17% in the first year;
    - Enhanced and implemented a new financial aid strategy for the institution meant to enable enrollment growth and maintain discount rate targets;
  - o Led an engagement with a mid-sized Catholic institution to re-envision its tuition and financial aid strategy, billing structure, and enhance graduate and transfer student enrollment. Final recommendations were presented to, and approved by, the Board of Trustees.
  - o Led an engagement at a private Midwest Arts & Media institution to develop a unified enrollment vision and a sequenced roadmap to achieve sustainable net tuition revenue and improve student outcomes:
    - Identified target student populations for the institution to prioritize in recruitment and admissions based on a historical best-fit student analysis;
    - Conducted analysis to identify academic departments with potential for growth and investment.
  - o Collaborated with a Top 20 private undergraduate institution over two years on the development and implementation of an Undergraduate Experience Initiative. Key outcomes achieved:
    - Shaped incoming class and exceeded all targets with respect to enrollment size, net tuition revenue, diversity, and academic quality;
    - Audited departmental course and degree planning practices across the university, and completed a pilot degree audit system implementation, including a redesign of associated business processes;
    - Developed an integrated and university-wide approach to student success and retention.

## EDUCATION AND CERTIFICATIONS

- + Master of Business Administration (MBA), Northwestern University Kellogg School of Management, Evanston, Illinois
- + Bachelor of Arts (BA), Economics, Beloit College, Beloit, Wisconsin