

John L. Perry, Ed.D.

638 Periwinkle Turn
Bourbonnais, Illinois 60914

815-932-5758 (Home)
815-592-7170 (Mobile)
jperry79@comcast.net (E-Mail)

LETTER OF INTEREST

I would like to thank you for taking the time to consider me for the position of Director of Scholarships and Financial Aid at the University of Wyoming.

For the past 12 years I have been working in higher education enrollment management. While at Olivet Nazarene University, I served as the financial aid contact in the Admissions Center for prospective students. The main focus of my efforts was recruitment through the use of financial aid. During my tenure as Director of New Student Financial Assistance, we developed a proactive process that notified students of potential aid. This translated into record enrollment that continues to present day.

In August 2007 I began a new endeavor as the Director of Financial Aid at Kankakee Community College. I was hired to update process efficiencies and create a student-friendly Office of Financial Aid. Even though I had never worked in a financial aid office, I was able to develop a new system that allowed KCC to meet the increasing financial demands of record student enrollment.

In May 2013, I was selected by Governors State University to direct the Office of Financial Aid. Due to a new software system, several personnel vacancies, and the transition to a four-year institution, GSU found itself in dire straits regarding the processing of financial aid. In the short time that I have been there I have directed the department back on course and developed processes and strategies that have established a more efficient office, greatly increased morale among staff, and providing quality customer service to the students.

My experience has provided me with the knowledge to understand complex enrollment systems including student recruitment, financial aid strategies, strategic enrollment planning, and the implementation and measurement of these initiatives. I am also experienced at leading a diverse group of individuals with vastly different backgrounds and skills who work together for a common vision. I consider myself to be extremely effective at budgeting and creating efficiencies to ensure a sustainable enrollment model.

My wife and I live in a small town one hour south of Chicago. She is a gifted artist, graphic designer, and professor with a Master of Fine Arts. We both enjoy endurance sports like running, cycling, and swimming. We do not have any children but we do have three cats that my wife would argue are her children. We are excited about the adventure that awaits should this opportunity manifest itself.

Over the past decade, I have been employed at a private university, a community college, and a state university. This has given me a broader understanding of higher education across the spectrum as well as the opportunity to work with a diverse group of individuals. It is with great anticipation that I look forward to speaking with you about the possibility of employment.

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SUMMIT
SEARCH SOLUTIONS INC.
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PROFESSIONAL SUMMARY

Specialist in Strategic Enrollment Planning and Enrollment Management. Remarkable ability to review, design/redesign, and implement office systems and efficiencies as well as the professional development of staff members and peers. Highly versed in leadership methods and strategies to empower employees in meeting the vision and goals for themselves, the department, and the overall institution.

CORE QUALIFICATIONS

- Exceptional mastery of financial aid & student recruitment
- Strong knowledge of strategic enrollment planning with data-driven objectives
- Considerable experience working with first generation & non-traditional student populations as well as traditional populations
- Comfortable and experienced working within a diverse environment
- Proven talent in creating and leading an effective department through organizational changes to meet institutional goals

CAREER EXPERIENCE

Governors State University – Office of Financial Aid

Reporting to the Associate Vice President of Enrollment Management, provide leadership for a staff of 8 full time employees in the delivery of financial aid services and counseling to approximately 6000 undergraduate and graduate degree seeking students at this 4-year public, minority-serving institution. Responsible for overseeing the administration of \$60 million in federal, state, and institutional aid.

Director of Financial Aid, May 2013 to Present

- Redesigned financial aid process to increase efficiency and decrease processing time
- Reside on Strategic Enrollment Planning committee
- Instituted new policies and procedures to ensure compliance
- Reduced student inquiry call volume by 60% during a time of enrollment growth
- Reduced number of audit findings by 75% in first year of employment
- Increased office morale and reinforced the importance of working as a cohesive unit

Kankakee Community College – Office of Financial Aid

Reporting to the Dean of Student Development, provided leadership for 4 full time staff members in the delivery of financial aid services and counseling to approximately 3500 undergraduate degree seeking students at this 2-year community college.

Director of Financial Aid, August 2007 to May 2013

- Implemented new policies that increased overall file processing efficiency resulting in reduced wait time for a student to receive financial aid award letter from 3 months to 1 week
- Directed department through record enrollment with no increase in staff or budget
- Implemented a system of cross-training to meet the cyclical needs of the office
- Created a student-friendly environment that is significantly greater than the national average for community colleges according to Student Satisfaction Inventory

Olivet Nazarene University – Office of Admissions

Reporting to the Director of Admissions, provided financial aid services and counseling to prospective students and their families at this 4-year private Christian university with approximately 5000 undergraduate and graduate degree seeking students.

Director of New Student Financial Assistance, January 2004 to August 2007

- Conducted group and individual financial aid sessions with prospective students and their families
- Integral part in the offering of more than \$70 million in need and merit-based scholarships to prospective students
- Member of Admissions leadership team for strategic planning
- Instrumental in restructuring the financial aid system for proactive awarding to increase yield rates
- Assisted in developing strategic enrollment plan that resulted in a record freshman class with an enrollment increase of more than 15% over the prior year

EDUCATION

Doctor of Education, Ethical Leadership, May 2015

Olivet Nazarene University, Bourbonnais, Illinois

- GPA: 4.00/4.00
- Dissertation title: Analysis of Financial Assistance on Graduation Rates and Grade Point Averages
- Coursework: Leadership Paradigms, Intrapersonal/Interpersonal Leadership, Ethics, Policy & Politics, Leading Change, Strategic Planning, Research & Methods

Master of Business Administration, December 2004

Olivet Nazarene University, Bourbonnais, Illinois

- GPA: 3.94/4.00
- Major coursework: Management, Finance, Statistics, Marketing

Bachelor of Arts in Biology; minor in Chemistry, May 2002

Olivet Nazarene University, Bourbonnais, Illinois

- GPA: 3.31/4.00
- Dean's List
- Who's Who Among Students in American Colleges and Universities

PERSONAL INTERESTS

- Avid cyclist, runner, and swimmer
- Member in good standing of the Kankakee County Hundred Club