Announcements

Summer term survey – We have 60 responses and 108 students! Please provide your feedback so that we can benchmark demand for summer term classes going forward. This will be used to help determine whether or not to offer summer core courses as part of our master schedule. [https://wcu.az1.qualtrics.com/SE/?SID=SV_cGWQDWXe95YgA2V](https://wcu.az1.qualtrics.com/SE/?SID=SV_cGWQDWXe95YgA2V)

Graduates – If you DO want to attend commencement, you must order a cap, gown, and hood (in the color “drab”) from the Bookstore. You may have it delivered to Biltmore Park for pick up. If you do NOT want to attend commencement, please complete this form [http://www.wcu.edu/excused_from_commencement.pdf](http://www.wcu.edu/excused_from_commencement.pdf) and submit to the Registrar’s office as soon as possible.

1st Annual MBA Business Competition – Get ready for a friendly team competition between you and your fellow MBA students this January! Present your team’s business solutions in response to a provided case study to a panel of local business leaders for CASH prizes. Watch your email for details coming very soon!

GBSA Activities

Pre-order your MBA t-shirt today! Shirts are $12 ($14.50 for sizes 2XL and up) and all proceeds go to GBSA. You may pick from 2 designs: “WCU MBA” or “WCU Graduate Business Programs.” Shirts are gray with purple lettering across the front.

To order, email gbsa.wcu@gmail.com by Saturday, November 30th. Please use "t-shirt fundraiser" in the subject line and include the following information:

Name:
T-shirt design (#1 and/or #2):
Quantity:
Size (S-3XL):
If you do not receive a confirmation within a few days of placing your order, please contact us again to ensure we received your email.

Note: payment will be due when you pick up your shirt and is accepted via check only (checks made out to “WCU Foundation” with “MBA program” in the memo line).

Eblen Charities Thanksgiving Volunteers - WED. 11/27 - 9:30 AM - The Thanksgiving project happens on the Wednesday (11/27) before Thanksgiving. We will be putting together boxes of food items plus giving out turkeys. This is a very hands on project that takes many folks to make it come together on that one day. We will begin around 9:30 am the morning of and will finish around 4 pm or when we run out of food. If you are interested, please RSVP to gbsa.wcu@gmail by November 18th. This will take place at the Eblen office at the Westgate Shopping Center, 50 Westgate Parkway, Asheville, 28806.

Calendar of Events

Registration begins – Wed, Oct 30
Eblen Charities Thanksgiving volunteer project – Wed, Nov 27, 9:30am-4pm
Thanksgiving holidays – no classes Wed, Nov 27; university closed Thurs and Fri, Nov 28-29
Last day of classes – Fri, Dec 6
Final exams – Mon, Dec 9 – Fri, Dec 13
Commencement – Sat, Dec 14 at 4pm

Opportunities

JOB! Human Resources Director, Warren Wilson College. The Director of Human Resources will be responsible for forecasting, developing and delivering human resources services for Warren Wilson College. Keeping abreast of best practices in human resources within higher education and with input from key stakeholders, the Director will be responsible for developing and implementing strategies that will attract, motivate and retain highly talented faculty,
administration and staff. The Director will lead the Human Resources Advisory Committee. Responsibilities include: human Resources policies and procedures; Workforce development; Regulatory and legal compliance; Benefits; Diversity; Culture of accountability. Qualifications: Master’s degree preferred; managerial/supervisory experience required; SPHR certification preferred; experience in and knowledge of higher education sector; great communication skills. See more details at: http://www.warren-wilson.edu/~humres/positions_staff.php.

JOB! Employer relations coordinator, UNC Asheville. Oversee the employer development program initiating and managing key employer relationships with the goal of increasing internship, employment and graduate school opportunities for students and alumni. Collaborate with employers, faculty, staff, parents, alumni and community leaders to promote the liberal arts degree, attract new employers and build stronger relationships with existing employers to ensure that all majors have graduate school, internship and job opportunities. More information and application at: http://careers.unca.edu/applicants/Central?quickFind=51394.

JOB! Sales Manager, Carolina Management Team. (Base location Hickory, NC). Responsible for creating and implementing effective strategic sales plan in conjunction with senior leadership for revenue and profitability goal achievement. Manage all sales functions and employees, establishing goals and monitoring performance on a continual basis. Key Responsibilities: Lead and manage sales strategies, activities and staff to drive revenue and profit margins consistent with company goals and performance; Establish performance goals for all sales–related employees, and monitor performance; Develop and implement the company strategic sales plan and direct team to achieve objectives; Coordinate sales operations with all other departments/divisions of the company; Develop, maintain and improve relationships with all prospective and existing customers; Target new customers and opportunities, initiate plan to approach and secure new business; Develop and maintain strong relationships with key opinion leaders and contacts within target markets; Manage sales budget; Partner with estimator on bidding new business by analyzing and completing required documents in response to formal or informal bid opportunities including: price, plans, specifications, submittals, schedules, and references; Proactively sell company services to strategic geographic and vertical markets by setting appointments, making sales calls, writing proposals and following up to close business; Oversee processing and executing contracts and subcontracts to include handling of all contract requirements, i.e., product submittals, technical specifications, schedules, etc.; Lead seamless turnover of definite business to production manager to facilitate successful delivery of completed project and 100% customer satisfaction: by transferring project details and data, highlighting safety concerns and outlining client requirements; Represent company at trade shows and client presentations to expand footprint geographically and vertically in strategic market segments; Analyze sales information, market and statistics to determine business growth potential; Produce sales and management reports as required. Accountabilities: Bachelor’s degree in a business related field; Minimum of 5 years’ experience in a sales management capacity with proven sales leadership ability to develop, influence and build relationship to achieve objectives; Knowledge of Microsoft Office programs: Outlook, Word, Excel, and Power Point; Knowledge of coatings, why coatings fail, corrosion issues and preparation standards and general painting methods, processes and products; Industry knowledge: water/wastewater and manufacturing operations and purchasing (public and private sectors); Competency in basic math skills and accounting skills; Servant leadership mentality with focus on fostering internal and external relationships; Strong organizational skills in maintaining files relating to clients and company business with use of a “mobile office”; Strong time management skills and strong verbal and written communication skills; Able to work extended hours and weekends on occasions when required; Ability to travel throughout NC and the southeast with overnight stays as opportunities dictate; Attend conferences and events, out of state if necessary, to represent company; Must maintain a valid driver’s license and an acceptable driving record; Must pass a drug test. Physical Aspects of Position: Spend long hours sitting and using computers, which can cause muscle strain; Ability to endure long periods of repetitive movements of the wrists, fingers and hands; Must be able to climb ladders, stand, walk, lift up to 25 pounds, and drive; Exposure to excessive noise, moving machinery, changes in temperature, humidity, dust, fumes, gases and chemicals. To apply, visit http://www.cmtoatings.com/application-employment. Let Kelly know you applied via email at kumcintyre@wcu.edu.

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