

Position Announcement

Dean of Strategic Enrollment Management

Canterbury School
New Milford, Connecticut
cbury.org
Start Date: July 2025



Overview

Located in New Milford, CT, Canterbury School is a deeply personal and inclusive community where 330 students from around the world come together to learn, grow, discover and lead. Students at Canterbury are supported and celebrated by each other and by a dedicated and talented group of faculty and administrators. Guided by a Catholic heritage, this interfaith school offers students the benefits of a robust and rigorous curriculum, an extraordinary number of co-curricular opportunities and a wide range of service programs.

Today, the school seeks its next Dean of Strategic Enrollment Management to join incoming Head of School, Caroline Blatti, in the development of a data-informed, visionary and mission-aligned strategic enrollment plan to guide the school in all aspects of its enrollment and retention efforts. The next Dean of Strategic Enrollment Management will be empowered by the collaborative spirit of the school's leadership team and faculty and will benefit from a dynamic and committed admission team of professionals. Canterbury is well-positioned in the marketplace and is committed to building on that strength while remaining true to the core values and identities that make Canterbury such a unique and transformational learning community.



Mission

Founded in 1915 and guided by our Catholic heritage, Canterbury is a college preparatory, coeducational boarding and day school for students in grades 9–12. The School prides itself on creating a community based on its Five Values—Honesty, Respect, Compassion, Spirituality, and Self Reliance—in which students and faculty forge lasting bonds and every student experiences a broad and challenging program in a small school setting. The School's educational environment fosters academic rigor, athletic development, artistic enrichment, and spiritual growth, and strives to ensure a superior experience that prepares students for leading colleges and universities and for life.

With its rigorous and humane approach to students, both in and out of the classroom, Canterbury's program inculcates vital intellectual and ethical habits of mind. The School sees all students as individuals, encourages them as necessary, challenges them as appropriate, and inspires them to become moral leaders in a complex, secular world.

Learn More

Click on the links below to learn more about Canterbury School.

[School Website](#)

[School History](#)

[Strategic Plan](#)

[Diversity, Equity, Inclusion, & Justice](#)

[College Matriculation](#)

[New Head of School Welcome](#)

About the Incoming Head of School

Caroline Blatti's career in independent schools spans more than 25 years. She has excelled in co-educational and single-sex schools, day and boarding, as a teacher, coach, advisor, upper school division head, program director, and, most recently, Head of School. A first-generation college graduate, Caroline earned her B.A. in English from Princeton University and her M.A. in English Literature from University College London.

Caroline's experience in independent schools is extensive. She spent several years at The Lawrenceville School where she taught English, served as an Assistant Housemaster, and coached multiple sports. During her eight-year tenure as Head of School at Roland Park Country School (RPCS) in Baltimore, MD, Caroline achieved significant advancements across all areas of school life. She led a successful eight-figure capital campaign, growing the endowment to over \$65 million and funding initiatives such as the Gore Leadership Institute and the fully endowed Holliday Heine STEM Institute. She also founded the Culture, Community & Belonging department to strengthen the school's inclusive and supportive culture and championed a balanced approach to academic excellence and social-emotional development.

Position Description

As a senior member of the school leadership team, and reporting directly to incoming Head of School Caroline Blatti, the Dean of Strategic Enrollment Management will be responsible for the leadership of all aspects of the school's enrollment management functions. A strategic and entrepreneurial leader, the Dean will oversee all operational and programmatic areas of the school's admission and financial aid program. With a visionary and aspirational spirit, the Dean will develop a data-informed strategy to enhance the school's outreach, recruitment, selection, financial aid allocation and enrollment of mission aligned students and families. Leading a talented and dedicated team of eight enrollment professionals, and in partnership with other senior leaders, faculty and trustees, the Dean will be well-positioned to build on the strengths that define the enrollment program at Canterbury while also leading with innovation and creativity.

Essential Functions and Key Objectives

- Partner closely with the Head of School on strategic assessments and decisions regarding long-term vision for recruitment, enrollment, and financial aid strategic goals.
- Develop, in partnership with school leaders, a long-term strategic enrollment plan with clearly defined compositional goals related to student enrollment.

At a Glance

Established: 1915
Enrollment: 333
International students: 14%
Countries represented: 14
Boarding students: 70%
Total faculty: 68
Faculty with advanced degrees: 73%
Student/teacher ratio: 6:1
Students of Color: 24%
Students receiving aid: 53.1%
Endowment: \$47 million
Annual operating budget: \$22.2 million
AP courses offered: 18
Clubs and affinity groups: 30+
Campus size: 150 acres

Location

Located in Western Connecticut, New Milford, is a charming New England town that offers the perfect blend of peaceful countryside living and easy access to urban amenities. Nestled along the banks of the Housatonic River, the town boasts beautiful natural landscapes, including hiking trails, scenic lakes, and parks, making it a haven for outdoor enthusiasts. The historic downtown area features a variety of unique shops, restaurants, and art galleries, creating a welcoming and vibrant community atmosphere. With a strong sense of community and convenient access to major highways, New Milford is an ideal place to live and work.

Qualifications and Personal Attributes

The ideal candidate is one who feels a deep connection to the history, mission and vision of the Canterbury School and who has significant experience as a strategic and visionary enrollment leader. Additionally, the candidate should be one who leads with the heart and the mind and who values community, humility, change, and kindness. A growth mind-set is essential as is a commitment to empowering others to develop their own leadership and professional growth.

- Create a culture of data-informed leadership with transparent and regular updates to faculty and trustees regarding industry trends, demographic shifts impacting independent schools, and school-specific data trends.
- Design and implement a clear and sustainable strategy to deepen and expand partnership opportunities with dynamic k-8 schools, community-based organizations, and summer programs.
- Engage in a strategy to evaluate current domestic and international demographic trends and design an outreach plan to capitalize on growth markets to identify sources for new students.
- Review, evaluate, and redesign the admission selection process as needed to ensure all functional aspects of enrollment management are industry aligned and best-in-class.
- Partner with the communications team to ensure clear, consistent market messaging and develop a multi-layered, personalized and accessible communications plan for all prospective students, families, educational partners and lead generating programs.
- Lead a team of professionals with the complex work portfolios typical in boarding schools and create a culture of assessment and reflection to ensure ongoing growth and professional development for all members of the admission team.
- Collaborate with the Board of Trustees and Board Finance Committee; ensure the Board is fully apprised of strategic net tuition revenue and financial aid program goals.
- Harness all Canterbury community members – students, faculty, administrators, parents, and alumni - as recruiters and brand ambassadors who represent the school with unified messaging.



Qualifications and Personal Attributes Continued

The candidate should meet the following qualifications:

- Bachelor's degree required; Master's degree preferred.
- Minimum of 5 years of enrollment management leadership, ideally within a secondary or collegiate environment.
- Experience with or a personal understanding of the value of a boarding school experience and education.
- Strategic, creative leader with superior communication skills both written and spoken
- Experience and comfort with data analytics, CRM's, dashboarding, and enrollment, as well as financial forecasting.
- track record of leading and inspiring a team of professionals focusing on accountability, transparency of goals, a culture of open feedback, and a commitment to leadership growth and professional development.
- Facile with technologies that support student record management, analytical reporting, office operations and social media strategy
- Strong interpersonal skills to provide for a proactive partnership with communications and marketing team to ensure a cohesive message and plan for communicating brand promise to prospective families
- Strong experience in financial aid management as a tool to achieve sustainable net-tuition revenue.
- A deep commitment to equity and inclusion across all demographic markets.
- A passion-fueled, goal-oriented, high energy professional.

To Apply

Canterbury School has retained Carney, Sandoe & Associates / The Baker Group to assist in the recruitment of the Dean of Strategic Enrollment Management. Interested and qualified candidates are invited to contact the consultants in confidence. Candidates will ultimately need to submit the following materials as separate PDF documents:

- A cover letter expressing their interest in this particular position;
- A current and thorough résumé of no more than three pages;
- A writing sample, such as a parent/guardian communication, newsletter, open house speech, blog, or article; and
- Contact information for five professional references with name, relationship, phone number, and email address of each (references will not be contacted without the candidate's permission) to:

Amy Rogers
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