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Dear Search Committee,

I am writing to express my strong interest in and enthusiasm for the **Director, Global Education Office position** at SUNY Plattsburgh. I meet and exceed the qualifications you are seeking, successfully served as a Manager, Study Abroad and Exchanges at SUNY Plattsburgh between 2005-08 and hope you will find my background to be an exciting match once again to the College!

Since leaving Plattsburgh, I have held evolving positions at McGill and Concordia Universities overseeing to various degrees international student and scholar services, study abroad, recruitment and admissions, faculty research support abroad and international public relations. I have spent most of this time at Concordia, where have I started as a student mobility manager in 2010, was promoted to international office director in 2013 and now a senior advisor for internationalization to leadership since 2019. And, of course, all of these activities have required being responsible for operational and restricted budgets and financial management; human resources management and supervision; grant applications and administration; crisis intervention and management; institutional positioning; partnership and agreement creation and negotiation; and liaising with provincial and federal government, NGOs and other international organizations to advance our international education portfolio and services.

My Concordia successes have included significantly increasing the number of students participating in study abroad; implementing the University's first double and joint degree agreements and programs for international student recruitment; implementing and growing the University's first visiting scholar program and services; and obtaining a variety of special funds and grants to support student mobility and faculty research abroad. As a senior advisor, I have also worked extensively on institutional planning in terms of diversity, equity and inclusion in Concordia's international programming, recruitment and participation; the future of mobility post pandemic; the digital revolution and international mobility; and Concordia's Africa Initiative. Working at Concordia has been an exciting, rewarding opportunity. It has grown exponentially the past fifteen years to transform itself from a mostly local, undergraduate institution to a major Canadian, comprehensive research university. Most important, working here has taught me about change and evolution; how to manage and support it and the people making it happen; and how to adapt as a leader and serve as an example in order to advance the institution.

Though I left Plattsburgh in 2008 and worked under a different structure, I believe I left a positive impression and demonstrated at a very young age that I am a quick learner, effective international educator and want to contribute to the College and community beyond what is included in a job description. I taught French courses in the Modern Language and Cultures Department while there; led a field course abroad of 25 students to Paris; helped the International Student Office launch Plattsburgh's J-! program; and introduced several new study abroad partners to the College. I also established myself as a strong contributor to and collaborator with the SUNY System through its then

Council of International Education by recruiting students from other campuses to Plattsburgh study abroad programs; encouraging Plattsburgh students to explore all the opportunities available to them through the System; and participating actively in all System-wide international education initiatives and activities I could. The first version of GEO where I worked successfully doubled participation in education abroad during my time there. And, I am confident I have colleagues at both Plattsburgh and SUNY System who will gladly welcome me back. The one area where I lack direct experience is as a PDSO; however, I am fully familiar with F-1 and J-1 regulations (as well as a few others), I-20s and DS-2019s, status and maintaining it, CPT and OPT, SEVIS and beyond. Again, while at Plattsburgh, I assisted the then International Students Coordinator in applying for J-1 eligibility for the College, acted as an ARO in Plattsburgh's SEVIS account and then monitored students' status from there and advised them accordingly. More importantly though, I do have direct experience in this arena here in Canada. Though the system is different, it essentially serves the main purpose, involves the same functions and is actually quite similar to international student status in the US. While serving as director of the international office, I oversaw Concordia's access to Canada's "employer portal" from which official letters of invitation and admission are sent to students, faculty and others from abroad for visa application and their time in Canada is tracked between institution and government authorities. Where being in Quebec, the process is even more bureaucratic compared to the US and rest of Canada as there are two levels of immigration (provincial and federal) here, both requiring separate documents, reporting systems and status requirements.

In addition to Plattsburgh and Concordia, I know I will also come back with the highest of recommendations from my former McGill boss and former supervisors from Ohio State, especially in the recruitment and admissions arenas. I have always maintained my contacts and bridges and have continued keeping in touch and collaborating with all my past colleagues and institutions. My interest in this position and returning to Plattsburgh now are both personal and professional. Personally, the location as a dual American – Canadian citizen, bilingual Franco-American and my ties to the broader region are strong motivating factors. Professionally, I have always been impressed by Plattsburgh's historical support for and success in in- and outbound international education despite its rural location. I am glad to see how the College has evolved organizationally by combining international recruitment and admissions; international student services and education abroad into one hub. I feel it boosts international education's presence on campus and enables institutional rather than siloed internationalization; and would welcome the opportunity to lead again under this new structure, fully aware of Jackie Vogl's legacy and the big shoes to be filled there. At the same time, I am aware of Plattsburgh's enrollment challenges, post pandemic challenges and general trends facing rural colleges especially. However, I am extremely sensitive to and enthusiastic to support rural education in general as a former dairy farm kid and the role the College plays in the community economically in terms of infrastructure, training, incubation, attracting outsiders and leadership. My two professional passions have always been promoting higher education and supporting students to engage with the world beyond their immediate surroundings. It is a dynamic I have lived most of my life, and I can think of no better place to contribute my skills and evolve than at SUNY Plattsburgh and the SUNY System based on my past experience there and the skills I have to offer now.

I hope to have the opportunity to meet with you soon to provide more information about my background and answer any question you might have.

Sincerely, Andy Lang

# ANDREW LANG

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## SUMMARY

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- Senior leader and advocate for international education, collaboration, development and inclusion in higher education.
- 20+ years of combined experience in management, financial and human resources supervision, teaching, recruitment and admissions, strategic planning and partnership creation and all facets of international education (international student services, study abroad, visiting scholars and faculty research collaboration).
- Reliable, diplomatic, responsive and supportive colleague.
- Multilingual and multinational.

## SKILLS

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|------------------------------|---------------------------------|--|
| • Recruitment and admissions | • Public relations and speaking | • Research funding                               |
| • Immigration advising       | • Agreement negotiation         | • Teaching and orientation                       |
| • Study abroad advising      | • Human resources and finance   | • French, English, Spanish, German               |
| • Partnership creation       | • Grant writing                 | • Microsoft Office Suite, Adobe and social media |
| • Project management         | • Academic programming          |  |
| • Marketing                  |                                 |  |

## EDUCATION

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|-------------|--|
| <b>2000</b> | <b>University of Cincinnati</b><br>Master of Arts, French                    |
| <b>1998</b> | <b>McGill University</b><br>Bachelor of Arts, French and English Translation |

## EMPLOYMENT

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|-----------------------------|--|
| <b>Sept. 2019 – present</b> | <b>Senior Advisor, Internationalization</b><br><b>Office of the Vice-President, Research and Graduate Studies</b><br><b>Concordia University Montreal</b> <ul style="list-style-type: none"><li>• Advise senior leadership on the internationalization of higher education: international student recruitment and services, study and research abroad, faculty collaboration and government, NGO and industry relations.</li></ul> |
|-----------------------------|--|

- Currently working on institutional special projects: Future of Post Pandemic International Mobility and EDIA in Internationalization.
- Primary liaison to external organization collaborators (Universities Canada, CBIE, NAFSA, IDRC, Academics without Borders, AUF, etc.) and local and international governments (Canada, Quebec, Montreal, embassies, consulates, UN).
- Provide support to AVP International and Chief of Staff to the President.
- Advise Director, Concordia International in identifying funding opportunities, partnership creation and program development.
- Accompany faculty, students and researchers in applying for and managing project funding (I.e. new federal Global Skills Opportunity Program, Fulbright, DAAD, AUF, etc.)
- Identify funding opportunities for initiatives and manage subsequent awards.

**January 2013 –  
September 2019**

**Director  
Concordia International  
Concordia University Montreal**

- Directed international student mobility, visiting scholars and faculty collaboration abroad portfolios.
- Managed an operational budget, government aid for education abroad, restricted and project budgets.
- Supervised a staff of approximately seven while reporting to the Office of the Vice-president Research and Graduate Studies and Office of the President.
- Primary accomplishments: implemented a bilateral approach to student mobility relationships; oversaw the development and normalization of hosting visiting scholars and researchers; built a robust faculty-led field school summer offerings; and started an international projects branch for faculty mobility and collaboration abroad.
- Negotiate, draft, conclude, end and manage approximately 400 active international MOUs, agreements and contracts.
- Develop relationships with internal units supporting and/or leading international activities such as Security, EDI Office, Registrar, Government Relations, Office of Research, Provost, International Students Office, Recruitment, Human Resources, Faculties and academic departments.
- Maintain working relationships with local and federal government bodies, consulates and embassies, NGOs and other organizations.
- Represent Concordia abroad and locally at conferences, delegations and partner visits.
- Intervene and manage crisis: student health and behavioural issues; violence and assault situations and emergency evacuations abroad due to natural disaster, conflict and other circumstances.
- Promote and liaise with University Communication Services to promote all things Concordia abroad.

**August 2010 -  
January 2013**

**Manager, Student Mobility  
Concordia International  
Concordia University Montreal**

- Manage all undergraduate exchanges, study abroad and faculty led field schools, in- and outbound.
- Supervise student mobility team within Concordia International.
- Collaborate with Faculty advisors for course transfers and approvals.
- Secure program logistics, negotiate services and assist director in agreement conclusions.
- Oversee general student health and safety on campus and abroad, intervene in emergencies.
- Coordinate mobility admissions and placement processes for in and out participants.
- Support Concordia's international reputation and internationalization.

**August 2008 –  
August 2010**

**Acting Manager North American Recruitment and Admissions Officer  
Enrolment Services  
McGill University**

- Conduct on and off campus recruitment and yield events for mostly North American students (school visits, campus tours and group and delegation events).
- Travel extensively and independently across the continent representing McGill admissions.
- Coordinate and liaise with regional alumni groups for recruitment programming.
- Make decisions on admission applications.
- Become familiar with and maintain methods to evaluate non-North American secondary and post-secondary systems applicants for admissions.
- Coordinate special recruitment projects internally and with external stakeholders.

**March 2005 -  
August 2008**

**Manager, Study Abroad and Exchanges and Adjunct French Instructor  
Global Education Office / Modern Languages and Cultures  
State University of New York at Plattsburgh**

- Manage university's exchange, fee paying study abroad and faculty led programs.
- ACT as an Alternate responsible Officer for J-1 students, issue DS-2019s and follow up for compliance.
- Maintain and form new international partnerships, and supported director in developing new ones.
- Recruit students for programs and provide general international and intercultural education on campus activities on campus.
- Oversee program budgets, pricing and billing.
- Solicit bids and services in accordance with public policy for group programs.

- Create and deliver program orientations, in-country support services and emergency response plans.
- Liaise with SUNY System International Programs to support System internationalization and initiatives.
- Taught beginning and intermediate level French language courses as an adjunct faculty member.

**September 2001 –  
March 2005**

**Coordinator, Education Abroad  
Office of International Education  
The Ohio State University**

- Coordinate exchanges, fee paying and faculty led study abroad programs for primarily the Colleges of Agriculture and Business and Department of French and Italian.
- Conduct student, faculty and parent information sessions.
- Coordinated development
- Assist in the selection and training of faculty program resident directors.
- Oversee all program logistical coordination, seek quotes and bids, devise program budgets with assistant director and make reservations and service payments.

**January 2002 -  
March 2015**

**Adjunct Instructor, Global Issues  
Franklin University (Columbus, Ohio)**

- Taught current events course on globalization and multiculturalism as a general education requirement for mainly non-traditional business students.
- Taught face to face while living in Columbus and then online after moving.

## **VOLUNTEER POSITIONS**

**2020 – present**

**Member, Board of Directors**  
Concordia Engineering and Commerce Competition

**2013 – 2018**

**Member, Board of Advisors**  
Concordia Institute for Water, Energy and Sustainable Systems

## **PROFESSIONAL AFFILIATIONS AND SERVICE**

### **Association of International Education Administrators (AIEA)**

- Host campus coordinator and local liaison for 2016 annual conference held in Montreal.

### **Canadian Bureau of International Educators (2006-present)**

- Member, CBIE Education Abroad Advisory Committee from 2014-present
- Member, Local Organizing Committee for 2012, 2015 and 2019 Regional Conferences.
- Member, National Conference Advisory Committee Member for 2012 and 2016 annual conferences.

### **Conference of the Americas on International Education**

- Concordia University national committee member for the 2017 bi-annual conference taking place in Montreal in October 2017.

### **NAFSA, Association of International Educators (2001-present)**

- Local Arrangements Team for the 2006 national conference held in Montreal.

### **REFERENCES**

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Jackie Vogl and Beckie Greenhaw  
SUNY Plattsburgh  
Global Education Office  
[vogl.j@plattsburgh.edu](mailto:vogl.j@plattsburgh.edu)  
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