



Dr. Sean Cochran
Biography

Dr. Sean Cochran serves as Director of International Enrollment Management at California State University, Long Beach, where he leads global recruitment strategy and oversees international admissions and partnerships. With more than a decade of leadership in international education, he manages a team of recruiters and credential evaluators, advances the adoption of technology to improve the student experience, and advises campus leadership on strategies and trends shaping international enrollment. His work connects CSULB with a worldwide network of partners, including recruitment agents, service providers, education consultants, and foreign government agencies, ensuring the university remains globally competitive.

Dr. Cochran has served as a volunteer leader for NAFSA's International Enrollment Management (IEM) Knowledge Community, including the IEM KC Chair

Stream, guiding professional development and field-wide engagement. He has also held leadership and advocacy roles with professional associations such as EnglishUSA and the CSU International Forum. A frequent presenter at national and international conferences, including AIRC, NAFSA, EnglishUSA, and AIEA, he contributes expertise on international recruitment, credential evaluation, and technology-driven solutions.

Prior to his current role, Dr. Cochran directed multimillion-dollar programs at CSULB and CSU Fullerton, where he developed innovative curricula, advanced faculty development, and expanded international partnerships. His scholarly and professional interests center on the relationship between international education and student success, the effective use of technology in recruitment, and the design of sustainable global engagement strategies.

He holds a Doctorate in Educational Leadership from Concordia University Irvine, where his dissertation examined the impact of study abroad on graduation rates, as well as Master's and Bachelor's degrees in Linguistics from CSU Fullerton. Committed to access, diversity, and excellence, Dr. Cochran continues to champion international higher education as a vital pathway to global understanding and student success.

Statement

I am seeking election as President-Elect because I believe the association and the profession it represents stand at a pivotal moment. The choices we make will shape not only how we fulfill our daily responsibilities to our campuses and organizations, but also how U.S. and international students experience their formative college years. In times of disruption, whether geopolitical, economic, or technological, we look to one another, and to professional associations like AIRC, for guidance and vision. Together, we have the opportunity in the coming years to turn uncertainty into innovation and strengthen the impact of our work.

I would be honored to serve my colleagues and friends as AIRC's next President-Elect. I bring extensive experience, clear vision, and enduring passion for advancing the work we do for students around the world. Throughout my career, I have built and led teams that integrate technology, leverage data to drive strategy, and collaborate across diverse partnerships—always with agility, transparency, and the highest professional standards. My recent volunteer leadership with NAFSA, the CSU International Forum, and EnglishUSA has deepened my understanding of how profoundly a professional community can impact its members and the students they serve.

As President-Elect, I will work to spark new ideas, expand engagement, and strengthen our collective capacity, grounded in a deep belief in AIRC's mission and standards. I have learned the discipline it takes to balance my institutional responsibilities with leading a team of volunteer professionals. If elected, I will serve AIRC with integrity, vision, and inclusivity. I look forward to working closely with the AIRC Board to ensure the association remains the gold standard for ethical and effective recruitment, and that its members are empowered to thrive and lead their organizations confidently into the next era of international enrollment management.