



Candidate Information

Position:	Head of International Partnerships
School/Department:	Global Marketing, Recruitment and Admissions
Reference:	24/112043
Closing Date:	Monday 15 July 2024
Salary:	Salary commensurate with experience.

JOB PURPOSE:

The Head of International Partnerships will have responsibility for the establishment and effective leadership of the International Partnerships team, providing strategic direction, operational delivery and thought leadership. Working in collaboration with internal and external stakeholders, they will be accountable for the delivery of global targets and initiatives related to institutional partnerships in support of objectives defined by Strategy 2030.

Background

A senior leadership role in an area of strategic importance to the University, the Head of International Partnerships will play a pivotal role in the establishment and effective leadership of the International Partnerships team.

Global reputation and partnerships are one of the strategic priorities identified in Strategy 2030. The continued development and enhancement of partnerships as a mechanism to enhance our reputation, collaborative research output and student recruitment performance is business critical and will be driven by the formation and optimisation of the International Partnerships team, led by this role. The post holder will be responsible for leading out on developing, implementing and managing strategies and sector-leading processes that span education, research and student mobility to enhance the University's global presence.

The Head of International Partnerships will collaborate with senior internal and external stakeholders and manage the University's activity with strategic and anchor partners with whom the University has extensive, multi-faceted links. They will work closely with senior academic staff to identify and build strong collaborations and partnerships that have longevity, making a valuable contribution to the University's achievement of strategic objectives.

An expert in the field of academic partnership development, the post-holder will work closely with the Pro-Vice-Chancellor for Global Engagement, the Director of Queen's Global and the Head of Global Student Recruitment.

MAJOR DUTIES:

1. Have institutional responsibility for leading and managing the implementation and ongoing delivery of the University's International Partnership strategy to enable us to build and enhance the University's global network of academic partnerships to deliver against challenging institutional objectives regarding reputation, research and student recruitment.
2. Lead, direct and manage a team of senior professionals, agreeing goals and objectives, providing support and coaching to enable the achievement of individual and team goals and to actively develop staff to fulfil their professional potential.
3. Provide expert advice and support to the Pro Vice-Chancellor for Global Engagement, the Vice-President for Students and Corporate Services and the Director of Queen's Global in the management of the University's overall internal partnership portfolio and transnational opportunities. Provide advice and support to other members of the University's Management Board and Senate when required.
4. Lead on the development, implementation and on-going evaluation of a robust sector-leading approach to partnership development, adopting best practice across a range of critical areas including policy, risk management, governance, monitoring and staffing.
5. Be accountable for the management of the university's strategic and anchor partnerships ensuring that they deliver substantial returns in terms of student recruitment volumes and collaborative research outputs.

6. Work closely with Head of Global Student Recruitment and Head of Strategic Marketing and Reputation on the optimisation of partnerships to deliver 30% of international student intake and support the achievement of enhanced performance in global rankings.
7. Lead on key operational decision-making in the management of strategic partnerships, ensuring the development of robust and efficient processes and mechanisms - identifying operational inefficiencies and implementing creative process driven solutions, in conjunction with relevant university departments.
8. Play a proactive and independent role in the identification, evaluation and development of new partnership opportunities on a global basis, including transnational education.
9. Oversee and be accountable for a non-pay budget in excess of £700k.
10. Support the Director of Queen's Global in managing and leading the effective delivery of governance arrangements and mitigation of risk associated with international partnerships at the highest levels within the University through regular and detailed liaison with senior colleagues, project updates and benchmarked metrics.
11. As a member of Queen's Global senior management team, pro-actively contribute to the strategic leadership and management of the University and undertake University-wide senior management functions that are appropriate to the role.
12. Deputise for the Director of Queen's Global when required in relation to International Partnerships matters.
13. Any other duties that fall within the general ambit of the post.

ESSENTIAL CRITERIA:

1. Honours degree or equivalent in a relevant subject.
2. Demonstrable proven track record and experience in the development and management of academic partnerships and delivering significant commercial outcomes.
3. A proven track record in the higher education sector developing and successfully delivering internationalisation strategies with tangible results.
4. Significant relevant experience managing teams of senior professionals operating in a commercial, target-driven environment within the higher education sector.
5. Experience dealing at a senior advisory and strategic level with internal and external stakeholders and relevant international partners.
6. Experience working in student recruitment role.
7. Experience of managing budgets in excess of £700k.
8. Exceptional relationship management skills, capable of working effectively with diverse internal and external stakeholders, including government and institutional partners.
9. Outstanding communication skills and the ability to produce and present reports to senior management.
10. Competent in the assimilation and management of large volumes of data and an ability to extract valuable and actionable insights to inform strategies.
11. Strongly developed cultural awareness and the ability to communicate effectively with a range of audiences from different backgrounds.
12. Confident management style and ability to work well at all levels of the organisations.
13. Demonstrable commitment to the University's core values.
14. Ability to work flexibly to meet the demands of the role and respond to unpredictable developments, delivering to short deadlines.
15. Regular international travel leading or participating in institutional delegations, representing the University at a senior level.

DESIRABLE CRITERIA:

1. Significant experience of leading an international partnerships team for a research-intensive institution.
2. Demonstrable track record of improving an institution's global reputation, collaborative research outputs and/or student recruitment outcomes.
3. Knowledge of the global research environment and associated funding mechanisms.
4. Experience of TNE projects.
5. Evidence of an ability to deliver operational activities to meet strategic objectives in a higher education environment.

ADDITIONAL INFORMATION:

Informal enquiries can be directed to Peter McConkey - p.mcconkey@qub.ac.uk