

## Candidate Information

**Position:** Professor of Practice in Economics and Policy  
**School/Department:** Queen's Business School  
**Reference:** 25/112433  
**Closing Date:** Monday 3 March 2025  
**Salary:** Commensurate with profile.  
**Anticipated Interview Date:** Tuesday 18 March 2025

### Role Overview:

Reporting to the Dean and Head of Queen's Business School (QBS) and working closely with the William J Clinton Leadership Institute's (CLI) team, the successful candidate will take responsibility for the development and delivery of income-generating executive education activity, together with enhancing CLI's external profile, in line with the QBS strategic plan and Vision 2030.

### Main Activities and Responsibilities

#### Programme Development:

1. Keep abreast of market developments in order to understand and respond to potential market needs and anticipate future potential demand.
2. Work closely with Director of CLI, Head of Sales & Marketing and Business Development Officer(s) to develop a sustainable pool of open and customised programmes for global organisations.
3. Liaise with QBS's Director of Research and Heads of Department to identify potential research that could be developed into / form part of Executive Education programmes.
4. Work collaboratively with colleagues from other University Schools to respond to new business opportunities, including developing joint programmes.
5. Contribute to developing client proposals and tenders and agreeing client contracts.
6. Guide the development of communication materials to market Executive Education programmes to prospective organisations.

#### Programme Delivery:

1. Provide policy-led insights and train both commercial and third sector organisations.
2. Play an active role, including liaising with QBS's Heads of Department, in developing capability and identifying suitable faculty and other teaching-related staff for the delivery of Executive Education programmes.
3. Develop and execute monitoring and evaluation processes to enable an assessment of Executive Education programmes in terms of revenue and costs, content delivery and programme logistics, and apply lessons learned to future programmes.

#### Business Development:

1. Develop international partnerships that expand the reach and range of the programme portfolio.
2. Oversee relationships with clients (which may involve domestic and international travel), play an active role in building community among Executive Education participants during programmes and sustain alumni relations.

#### Other:

1. Develop and maintain high-profile public engagements that enhance the CLI brand.
2. Create and sustain a vibrant and impactful external presence for CLI and QBS through knowledge sharing and dissemination events (e.g., podcasts, media interviews).
3. Provide leadership that will positively shape and influence the external reputation and standing of CLI, QBS and the University.
4. Establish and/or maintain effective networks and partnerships nationally and internationally which bring clear benefit to QBS and University.
5. Work effectively with relevant administrative, technical and academic staff in QBS and across the University.

6. Undertake such other duties as may be reasonably requested and that are commensurate with the nature and grade of the post.

**Additional Information:**

Informal enquiries may be directed to:

Prof. Ciaran Connolly - c.j.connolly@qub.ac.uk & Prof. Julie McCandless j.mccandless@qub.ac.uk.

**Essential Criteria:**

**Public Engagement, Relationship Building and Programme Delivery**

1. Be recognised as a thought leader and authority in economics and policy-related issues.
2. Have high market credibility and an external profile which attracts external recognition.
3. Record of public engagement in economics and policy-related activities.
4. Record of developing strong collaborative partnerships with civic and business organisations.
5. Record of developing and delivering economics content for commercial and third sector organisations.
6. Evidence of developing and executing monitoring and evaluation processes in terms of revenue and costs, content delivery and programme logistics, and applying lessons learned to future projects.

**Management and Administration**

7. Experience of providing leadership and strategic management.
8. Willingness and ability to contribute to the operational management of the School.

**Other Skills/Knowledge**

9. Demonstrable ability to communicate complex information effectively.
10. Involvement in effective external collaborations.

**Personal Qualities**

11. Demonstrable ability to provide effective leadership and mentor colleagues.
12. Understanding of resource management processes and skills to apply them effectively.
13. Evidence of good communication and interpersonal skills and the ability to work both independently and as part of a team.

**Contribution to the Community**

14. Demonstrable ability to contribute to the School's civic activities.

**Desirable Criteria:**

1. A sound understanding of the structure of universities and issues facing the UK higher education sector, especially business schools (e.g. funding and student recruitment).