

DCU BUSINESS SCHOOL**Director of Commercial Business Development
Fixed Term Three Year Contract**

DCU Business School is a young and dynamic school whose history is marked by steep upward development. From the outset, our guiding voices were those of industry and students and, as a result, we are today distinctive for our deep and responsive industry engagement and our close concern with the success of our students. From those beginnings in the 1980s, and particularly over the last ten years, DCU Business School has developed an excellent research profile characterised by its industry relevance and a strong international reach. The School is accredited by AACSB and AMBA and our programmes have relevant professional accreditations. DCU Business School is an engaged, innovative internationally-focused school which prides itself on its excellent reputation for impacting students, the academic community, industry and wider society.

Commercial initiatives represent an increasingly important dimension of DCU Business School's portfolio of activities, in terms of achieving strategic, reputational and financial objectives. Typically, the School's commercial activities comprise the design and delivery for client organisations (national and international) of: (i) accredited degree programmes, (ii) non-accredited executive development and/or training programmes.

Role

Reporting to the Executive Dean of DCU Business School, the Director of Commercial Business Development role will be of strategic importance to the development of DCU Business School. She/he will be responsible for the direction and management of commercial initiatives and activities for the School. This will entail overseeing existing commitments and relationships and driving the development of new commercial activities that are aligned to the School's mission and strategy. The Director of Commercial Business Development will be a member of the School's Management Board. The successful candidate will need to have demonstrated strong leadership, industry understanding and business development success in their career to date.

Duties and Responsibilities

Working in co-operation with the School's Management Board and faculty as appropriate, the Director of Commercial Business Development will:

- Develop the commercial strategy for the School, which will encompass both national and international activities.
- Translate this commercial strategy into annual plans with deliverables.
- Implement the commercial strategy/plans according to agreed timelines and metrics.
- Develop new business opportunities (national and international) and analyse those opportunities from multiple perspectives (e.g. strategic, financial, risk, reputation, resources) providing recommendations to the Executive Dean and Management Board.
- Cognisant of the School's current commercial activities in the Middle East, identify key areas for the delivery of transnational programmes and develop a planned rollout.
- Develop an overall financial strategy and annual financial targets for profitable commercial activities that will align with the School strategy and contribute financial resources to enrich the delivery and development of the Business School's traditional activities of Teaching, Research and Engagement.
- Oversee the preparation of monthly management accounts and reports concerning commercial activities.
- Develop an overall marketing plan for commercial activities.
- Lead contract negotiations with clients in partnership with relevant staff.
- Manage relationships with commercial clients and oversee the preparation of all necessary reports, briefing notes, project proposals, tenders, performance reports etc.
- Foster and grow a portfolio of appropriately qualified and experienced part-time and temporary faculty who can contribute effectively to the delivery of the School's commercial programmes.
- Be responsible for operational management of the unit, the staff working within the commercial team in the School and all necessary recruitment.
- Build strong working relationships within the School and also with relevant units in the University (e.g. Ryan Academy, International Office) and external to the University.
- Contribute to School-wide management activities such as: Strategy development and implementation; Accreditation and quality assurance processes; Performance Management and Development Scheme; Industry engagement activities; Marketing and reputation-building activities.
- Manage the relationship with relevant International Universities/Management Development Institutes. Work in partnership with Associate Dean for Teaching and Learning and Programme Chairs with regard to academic dimensions of programmes; with the Associate Dean for Research regarding research; and with the Associate Dean for Industry Engagement and Innovation on relevant activities.

Additional duties may be assigned at the discretion of the Executive Dean to meet strategic objectives. This job description is indicative and is not intended to provide an exhaustive list of duties.

Requirements/Qualifications

Applications are invited from experienced business professionals with a proven track record of achievement and leadership. The successful candidate will:

- Hold an honours Bachelor degree and is likely to have achieved higher qualifications, such as a Masters degree and/or a professional qualification.
- Have circa 20 years relevant professional and management experience, with at least five to ten years in a senior leadership role in the area of business development.
- Have substantial experience of developing and managing client relationships at a senior level.
- Have proven success in preparing business proposals and tenders and also successfully negotiating and finalising commercial contracts.
- Have demonstrated success in responding to and delivery of public tenders for education and training, both nationally and internationally.
- Have experience of designing and marketing short courses and executive programmes in Ireland and internationally.
- Have a proven track record of achievement in the delivery of strategic and operational initiatives and targets.
- Provide clear evidence of managing effectively the performance of a multi-disciplinary business unit or team.
- Have excellent written and oral communication skills and outstanding interpersonal skills.
- Be highly professional, with strong personal and professional integrity and ethics.
- Be highly motivated, able to work under pressure to tight deadlines, with the capacity to adapt in a dynamic, fast changing environment.
- Experience in responding to and delivering EU projects would be an advantage.

The successful candidate will play an important role in steering the future strategic direction of DCU Business School and the enrichment of its national and international reputation. She/he must display clear leadership attributes and skills, and have the ability and interest to inspire and motivate colleagues with regard to the commercial activity of the School. Knowledge and experience of the education and executive development sectors (nationally and internationally) is not essential, but is desirable.

Appointment will be commensurate with qualifications and experience.

Closing Date: 27th April 2017

Informal Enquiries:

Informal enquiries may be addressed to Professor Anne Sinnott, Executive Dean, DCU Business School (anne.sinnott@dcu.ie)

Application Procedure

Application forms are available from the DCU Current Vacancies (open Competitions) website at <http://www.dcu.ie/vacancies/current.shtml> and also from the Human Resources Department, Dublin City University, Dublin 9. Tel: +353 (0) 1 7005149.

Please clearly state the role that you are applying for in your application and email subject line: Job Ref 528 Director of Commercial Business Development

Applications should be submitted by email to hr.applications@dcu.ie or by Fax: +353 (0)1 7005500 or by post to the Human Resources Department, Dublin City University, Dublin 9. Human Resources Department, Dublin City University, Dublin 9. Tel: +353 1 700 5149; Fax: +353 1 700 5500 Email: Insert hr.applications@dcu.ie

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