

**Dublin City University Business School**  
**Centre for Executive and International Education**  
**Director of Executive and International Education**  
**(Three Year Contract)**

**Introduction**

DCU Business School invites applications for the position of Director of Executive and International Education. This position is of key strategic importance. DCU Business School provides a vibrant learning environment and a wide range of programmes at undergraduate, postgraduate and executive levels. The School places strong emphasis on excellence in its scholarship and research, on international collaboration and industry engagement. All activities are strongly influenced by the core guiding principles of relevance and excellence.

**Experience and Qualifications**

- A proven track record in managing a business/ business unit.
- Excellent leadership skills with experience of managing staff successfully.
- Excellent interpersonal and communication skills with the ability to manage relationships between business, research, consulting and education.
- Experience of working in executive education and of managing client expectations.
- Ability to market and sell executive education products and services to senior executives
- Experience of working in an academic environment.
- Ability to represent DCUB both nationally and internationally.
- High level academic qualifications, preferably MBA and PhD.

**Indicative Duties and Areas of Responsibility**

- The Director of Executive & International Education is responsible for managing and growing all aspects of DCU Business School's executive and international education programmes. This position will lead the DCU Business School Executive Education team in promoting the school's brand and reputation among key constituencies and in meeting revenue, growth, and profit targets in executive and international education programs.
- The Director is expected to be entrepreneurial in developing resources, identifying potential niches for future programs, pursuing opportunities, closing deals, and building partnerships with a wide array of internal and external stakeholders
- The Director should be able to conceptualize the academic content in a business school and connect academic concepts with business opportunities for executive education.

**Salary:** Commensurate with experience and qualifications

**Closing date:** **Friday 1<sup>st</sup> August 2014**

**Interviews for this position will take place during the week beginning August 25<sup>th</sup> 2014.**

**Application forms are available at:** <http://www4.dcu.ie/hr/vacancies/index.shtml> and from the Human Resources Department, Dublin City University, Dublin 9. Tel: +353 1 700 5149; Fax: +353 1 700 5500 Email: [hr.applications@dcu.ie](mailto:hr.applications@dcu.ie)

***Dublin City University is an equal opportunities employer***