



JOB DESCRIPTION

**Global Partnerships Manager
Professional 6 (P6)
Executive Director of Engagement
Permanent (Full-Time)**

Dublin City University

Dublin City University (DCU) is a young, ambitious and vibrant university, with a mission 'to transform lives and societies through education, research, innovation and engagement'. Known as Ireland's 'University of Enterprise', DCU is a values-based institution, committed to the delivery of impact for the public good. DCU was named Sunday Times Irish University of the Year 2021.

DCU is based on three academic campuses in the Glasnevin-Drumcondra region of north Dublin. More than 18,000 students are enrolled across five faculties – Science and Health, DCU Business School, Computing and Engineering, Humanities and Social Sciences and DCU Institute of Education.

DCU is committed to excellence across all its activities. This is demonstrated by its world-class research initiatives, its cutting-edge approach to teaching and learning, its focus on delivering a transformative student experience, and its positive social and economic impact. The university continues to develop innovative programmes in collaboration with industry, such as the DCU Futures suite of degrees, which are designed to equip graduates with the skills and knowledge required in a rapidly evolving economy.

DCU's pursuit of excellence has led to its current ranking among the top 2% of universities globally. It is also one of the world's Top Young Universities (QS Top 100 Under 50, Times Higher Top 150 Under 100). In the Times Higher Education University Impact Rankings 2021, DCU ranked 23rd in the world for its approach to widening participation in higher education and its ongoing commitment to eradicating poverty, while it ranks 38th globally for its work in reducing inequality and 89th globally for gender equality.

The university is ranked 23rd in the world and first in Ireland for its graduate employment rate, according to the 2020 QS Graduate Employability Rankings. Over the past decade, DCU has been the leading Irish university in the area of technology transfer, as reflected by licensing of intellectual property.

Overview of the department

To deliver on DCU's mission as a European university in a globally connected world, it is critical to grow and maintain a diverse network of global partnerships and strategic alliances. These partnerships augment the University's international profile and promote its reputation for excellence in research and education.

Our international partners are critical to communicating DCU's strengths and supporting our position and ranking in the global community. The more effectively our staff and students are supported in this work, the more effective they can be as ambassadors for DCU.

Through our international partnerships we work to leverage complementary expertise, stimulate mutual projects, boost the mobility of staff and students, build a more multicultural campus community, augment our curriculum and expand our research impact. The role will operate on a whole of university basis – across teaching and learning, research and engagement.

Role Profile

The Global Partnerships Manager will be responsible accountable for monitoring and supporting the implementation of DCU's Internationalisation strategy with a focus on priority international partnerships and networks. The strategy will be progressed through proactive coordination and targeting of our activities, including joint research, international student recruitment, joint programme offerings (including online learning), faculty and staff exchange and student mobility, deepening the University's existing relationships and exploring potential partnerships in key markets.

Working in collaboration with the Student Recruitment Office, the Research Office, and the Mobility and Placements Office, the Global Partnerships Manager will prioritise the growth of new partnerships and strengthen DCU's engagement in key markets. They will also identify and seek to exploit new non-exchequer revenue streams, and develop pro bono contributions in support assistance of the developing world and global challenges.

Duties and Responsibilities

Reporting to the Executive Director of Engagement the Global Partnerships Manager will support a range of activities that include but are not limited to the following:

- Work with faculty to drive engagement with and delivery of DCU's Internationalisation Strategy;
- Take a lead role in developing and assisting the governance of all international relationships in consultation with the Director of Engagement Governance;
- Lead on annual planning for internationalisation and partnerships, including coordination of activities and reporting across DCU faculties;
- Lead as the main point of contact for the University's international partners for inquiries regarding new initiatives and collaborative opportunities;
- Develop the process for monitoring, evaluating and reporting on all activities, including collation of academic network partnerships and International engagement initiatives;
- Work with Director of Engagement Governance, Vice President for Research, Academic Secretary and Head of Student Recruitment, to maintain a formal Register of Agreements for all international university partnerships;
- Provide guidance to faculty seeking to develop an academic partnership with another institution;

- Management of global partnership submissions to DCU International Engagement Committee;
- Developing and championing policy frameworks in assistance of global relations, and collating and analysing information on the University's international partnerships and their reach;
- Liaison with Embassies in Ireland and Irish network abroad; providing strategic oversight and briefings for incoming delegations and outward bound DCU delegation missions;
- Follow up on links to embassy engagements with University/faculty;
- Programme manage key events for DCU's strategic international partners, inc: ASU, ECIU and University of Essex;
- In partnership with DCU Communications, oversee the implementation of an annual communications plan to ensure DCU is demonstrating impact;
- Develop a partner matrix for identifying complementary potential partnerships;
- Act as a facilitator for International collaborations with partners;
- Advise on aspects of International policy and procedures;
- Significant travel anticipated, including representing DCU at events and meetings on campus and overseas;
- Attendance at NAFSA, EAIE, APAIE etc - for relationship development outside of recruitment activity.

Qualifications and Experience

Essential:

- A primary degree or equivalent (NFQ Level 8) in a related field is required.
- A minimum five years' relevant experience, at managerial or specialist level in a related field.
- Strong knowledge of Higher Education in key markets, e.g; Europe, North America and Asia.
- Experience in developing partnerships with overseas institutions and agencies with a demonstrated record of success.
- A high degree of flexibility as significant travel anticipated, including representing DCU at events and meetings on campus and overseas.
- An ability to manage several projects and deadlines, delivering to tight deadlines while retaining attention to detail.
- Excellent communication (both verbal and written), networking, teamwork and interpersonal skills

Desirable:

- A postgraduate qualification is desirable.
- Strategic mindset, with strong negotiation skills

Essential Training

The postholder will be required to undertake the following essential compliance training: Orientation, Health & Safety and Data Protection (GDPR). Other training may need to be undertaken when required.