

VACANCY NOTICE

POSITION	DIRECTOR, BUSINESS DEVELOPMENT
LOCATION	NUSAJAYA, JOHOR
INDUSTRY	EDUCATION
TYPE	FULL TIME

JOB SUMMARY

The University is seeking to recruit a dynamic and an experienced Business Development Director. The University is a research-led university with a global reputation for academic excellence.

This role is instrumental in ensuring the achievement of the University's Strategic Plan 2021-2026 which has specific strategic objective to enhance the reputation and reach of the University. This role is required to develop purposeful networks within Malaysia, across Asia and the wider global community. In addition, this role shall also facilitate the achievement of the other objectives in the University Strategic Plan via engagement with relevant stakeholders and partners. Through the engagement and partnerships formed, you are expected to attract higher income to the University every year.

Main Responsibilities

1. Ensure a suite of attractive short courses is in place and ensure that these courses are delivered successfully to external stakeholders to generate third income stream, positioning the University strategically.
2. Identify high potential external stakeholders and opportunities that derive value to the University and develop into strategic initiatives including conferences, master classes and seminars.
3. Develop and implement successful internship programmes for the University students in collaboration with the Student Administration and Services Department.
4. Increase donations via philanthropic activities that will support the mission and vision of the University.
5. Lead strategic engagement with our global alumni community in collaboration with the Marketing Team to enhance the University visibility.
6. Establish one centre of excellence at the University.
7. Utilise the new campus and facilities to carry out strategic initiatives that will generate income for the organisation and also to showcase the University strengths and community engagement.
8. Undertake any other appropriate duties following consultation and direction by the Chief Executive Officer

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JOB REQUIREMENTS

- Good first degree or equivalent qualification.
- Deep familiarity with the Higher Education sector.
- Ability to lead and manage projects and events, driving activity to completion while managing detail, and reporting on progress to date.
- Able to use professional knowledge and experience to identify issues, trends and problems and manage resources towards those goals.
- Must be self-sufficient, capable of target setting and monitoring, actively seeking information from internal or external sources as required.
- Able to assess complex situations and provide solutions and experienced in carrying out market research and competitor analysis.
- Evidence of managing a team to ensure the successful delivery of objectives.
- Excellent presentation and interpersonal skills and an ability to persuade, influence and collaborate with a wide range of people of different backgrounds and expertise, internally and externally.
- Excellent writing skills with ability to present complex issues in a focused, succinct, professional and persuasive manner.
- Has strong network of connections, strategic thinker , self-motivated and proactive