



## Position Description – Associate Director, Strategic Partnerships

### Position Details

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<b>Position Title:</b>	Associate Director, Strategic Partnerships
<b>College/Portfolio:</b>	College of Business and Law
<b>School/Group:</b>	Strategy, International and Engagement
<b>Campus Location:</b>	Based at the city campus, however, may be required to work and/or be based at other campuses of the University.
<b>Classification:</b>	HEW 10C
<b>Employment Type:</b>	Continuing
<b>Time Fraction:</b>	1.0

### RMIT University

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RMIT is a multi-sector university of technology, design and enterprise. The University's mission is to help shape the world through research, innovation and engagement, and to create transformative experiences for students to prepare them for life and work. For more information on RMIT University follow the links below.

<https://www.rmit.edu.au/about>

<https://www.universitiesaustralia.edu.au/university/rmit-university/>

<https://www.rmit.edu.au/about/facts-figures>

Our three main campuses in Melbourne are located in the heart of the City, Brunswick, Bundoora and Point Cook, along with other Victorian locations. There are also two campuses in Vietnam (Hanoi and Ho Chi Minh City) and a centre in Barcelona, Spain. RMIT is a truly global university.

<https://www.rmit.edu.au/about/our-locations-and-facilities>

We are also committed to redefining our relationship in working with, and supporting, Indigenous self-determination. Our goal is to achieve lasting transformation by maturing our values, culture, policy and structures in a way that embeds reconciliation in everything we do. We are changing our ways of knowing, working and being to support sustainable reconciliation and activate a relationship between Indigenous and non-Indigenous staff, students and community. Our three campuses in Melbourne (City, Brunswick and Bundoora campuses) are located on the unceded lands of the people of the Woi Wurrung and Boon Wurrung language groups of the eastern Kulin Nation.

## Why work at RMIT University

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Our people make everything at the University possible. We encourage new approaches to work and learning, stimulating change to drive positive impact. Find out more about working at RMIT University, what we stand for and why we are an Employer of Choice.

<https://www.rmit.edu.au/careers>

We want to attract those who will make a difference. View RMIT's impressive standings in university rankings.

<https://www.rmit.edu.au/about/facts-figures/reputation-and-rankings>

## College/Portfolio/Group

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RMIT's College of Business and Law takes an industry and student-centred approach to its courses and programs, ensuring graduates are work ready and able to tackle business challenges, balance stakeholder needs, act as socially responsible global citizens and create fair and positive futures for all.

The College delivers impactful research informed by industry, which supports its strong position as a College at the intersection of business and technology with social impact. Its important work is underpinned by the principles of quality, collaboration, big ideas and putting people first.

As one of the largest Business Schools in the Asia Pacific region, the College is comprised of five schools – four in Melbourne and one in Vietnam – and delivers a broad range of programs in Business and Law, ranging from Degree to PhD levels.

The College's Business and Law programs are delivered in Melbourne as well as through RMIT Online, with its Business programs also available in Vietnam and through partner institutions in Singapore and Shanghai. The College employs over 1000 staff and delivers programs to over 26,000 students.

The College's central operations are located at RMIT University's City Campus in Melbourne and reside in the Swanston Academic and Emily McPherson buildings.

For further details about the College, please visit: <https://www.rmit.edu.au/about/schools-colleges/college-of-business-and-law>

## Position Summary

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The Associate Director, Strategic Partnerships is a key leadership position critical to achieving the College's strategic objectives relating to external engagement and partnership activity which will drive unique student experiences, research partnerships and impact, industry collaborations, advisory and consulting, and social impact initiatives for the College of Business and Law at RMIT.

The role will have overall accountability for the development of relationships with eminent industry bodies and alumni and provide input on industry research projects and opportunities. The incumbent will adopt a proactive role in developing new industry, government, and community relationships in Australia and overseas that strengthen the College's impact and reputation.

The incumbent requires the ability to both identify and prioritise high value, evidence-based partnership opportunities, including leading and activating these partnerships fully, utilising partnership agreements.

The Associate Director, Strategic Partnerships is directly responsible for nurturing and growing significant commercial and government partnerships that provide benefits for students, programs, schools, researchers, and all colleges. This includes working closely with internal stakeholders and coordinating a small team, to ensure the College external partnerships at a local and international level are strategically aligned, viable and impactful, and deliver the College's Vision, Mission, and Purpose.

## Reporting Line

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Reports to: Associate Deputy Vice-Chancellor, Strategy, International and Engagement

Direct reports: 5 - 7

## Organisational Accountabilities

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RMIT University is committed to the health, safety and wellbeing of its staff. RMIT and its staff must comply with a range of statutory requirements, including equal opportunity, occupational health and safety, privacy and trade practice. RMIT also expects staff to comply with its policy and procedures, which relate to statutory requirements and our ways of working.

RMIT is committed to providing a safe environment for children and young people in our community. Read about our commitment and child safe practices. <https://www.rmit.edu.au/about/our-locations-and-facilities/facilities/safety-security/child-safety>.

Appointees are accountable for completing training on these matters and ensuring their knowledge and the knowledge of their staff is up to date.

## Key Accountabilities

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- Drive the strategic direction for external engagement, partnerships, business development and commercialization for the College of Business and Law.
- Lead and drive the external strategy to engage with industry, government, not-for-profit, non-government, and alumni on a global level, focusing on growth in key strategic locations in Southeast Asia such as Indonesia, Philippines, Singapore, and Vietnam, China, India, and the subcontinent.
- Lead the external engagement strategy for the College including identification, scoping, and approach to deliver new partnerships and opportunities that enable the College to achieve its strategic mission and ambitions.
- Lead, develop and maintain planning frameworks, systems, processes and tools for effective external partnerships and engagement and provide advice and guidance to College academic and professional staff seeking to engage with external parties effectively.
- Lead and enable proactive and collaborative internal engagement as well as collaboration with other College and Portfolio teams, for enhancement of external partnerships and engagement that can provide benefits to the College and University as a whole.
- Collaborate with the International and Engagement, Experience, Philanthropy and Alumni teams, updating them on College strategic partnerships, engagement activities and alumni relationships to ensure integrated plans and actions that forward the College's agenda.
- Lead and develop staff to ensure they are appropriately skilled and motivated to deliver a high level of service through effective recruitment, training and development and performance management strategies.
- Provide regular reports on external partnerships and engagement highlights to the College Executive to demonstrate growth and effectiveness.

## Key Selection Criteria

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1. Experience in a senior role leading strategy for external partnerships and engagement activities that deliver sustainable impact in learning and teaching, and research and innovation.
2. Demonstrated experience in leading outcomes-based and multidisciplinary teams effectively.
3. Proven excellence in leadership, coaching and relationship management and a highly developed capability to work across a large and complex institution to co-design and implement engagement strategies, innovative solutions, and strategic initiatives.

4. Highly developed influencing and negotiating skills at senior levels, including the ability to combine a collegial style with decisive and practical implementation strategies to lead change in a challenging and dynamic environment.
5. Demonstrated outstanding ability to develop effective relationships with key stakeholders and strategic partners to deliver outcomes and a track record of success in providing high level advice at an executive level relating to industry engagement activity.
6. A strong understanding of the sector, the educational requirements, issues, and policies (internal and external) affecting HE policy and translating this into strategy and execution.
7. Proven collaboration and expert communication skills, including the capability to initiate, lead and manage projects and influence stakeholders to achieve outcomes that contribute to improved performance of the organisation.
8. Demonstrated effectiveness driving a high-performance team in the development and implementation of critical business strategies and achievement of clearly defined metrics and KPI's.
9. Highly developed analytical and conceptual skills, including an ability to work independently, think creatively and exercise high level judgement to make decisions often under ambiguity within a dynamic environment.

### Qualifications

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Relevant qualification and significant relevant experience in a relationship management role.

Note: Appointment to this position is subject to passing a Working with Children Check and other checks as required by the specific role. Maintaining a valid Working With Children Check is a condition of employment at RMIT.

<b>Endorsed:</b>	Signature: Name: Title: Date:	<b>Approved:</b>	Signature: Name: Title: Date:
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