

Director of Global Partnerships

School / Department:	Global Partnerships	Grade:	Grade K (£81,836 – £92,593)
New appointees to Birmingham City University will ordinarily be appointed at the entry point of the appropriate grade			
Responsible to:	Chief Operating Officer	Responsible for:	Business Development Officers and Account Managers

Job Purpose

To deliver the university-wide strategy for expanding and strengthening international academic partnerships. The postholder will lead efforts to grow transnational education (TNE) and future global partnership models, both in-person and online. Working in close collaboration with partner academic leads in Schools, Academic Quality and other supporting teams, the Director will oversee the full partnership lifecycle - from opportunity development through acquisition to long-term account management - ensuring activity supports the university's strategic goals and delivers financial and reputational benefits.

Main Activities and Responsibilities

1. Implement the university's global partnerships strategy, with clear priorities for growth, impact, and sustainability.
2. Work with academic schools to identify opportunities for overseas academic collaboration aligned to disciplinary strengths and institutional ambitions.
3. Lead the development and expansion of transnational education, foundation pathways, and other global education models.
4. Manage the transition of partnerships from opportunity identification through due diligence, negotiation, and onboarding.
5. Provide strategic account management for existing partners, ensuring partnership health, academic quality, and mutual value.
6. Lead a small team of business developers and account managers, supporting their professional growth and performance.
7. Ensure partnership activity delivers against income, recruitment, and strategic benefit targets, and is effectively monitored and reported.
8. Work collaboratively across academic and professional services to align global partnerships with other university priorities.
9. Represent the university externally to grow visibility and reputation in key global markets.
10. Ensure due diligence, compliance, and quality assurance processes are followed for all international collaborations.

Person Specification	
Essential Criteria	Application Form / Support Statement / Interview
1. Experience of leading global partnerships provision at a senior / executive level within a UK HE provider	Application Form / Support Statement / Interview
2. Experience of developing and delivering new transnational partnership programmes of scale in a higher education setting	Application Form / Support Statement / Interview
3. Experience of leading the end-to-end process for new partner acquisition from prospect identification through to programme initiation, including due diligence, business case development and contract completion.	Application Form / Support Statement / Interview
4. Experience of growing both income and margin from existing transnational partnerships.	Application Form / Support Statement / Interview
5. Strong understanding of global mobility trends and opportunities for across individual markets including regulatory context	Application Form / Support Statement / Interview
6. Experience of managing staff and building high-performing teams	Application Form / Interview
7. Skills in cross-cultural communication and collaboration with a range of stakeholders.	Application Form / Interview
8. Ability to work strategically and operationally across academic and professional teams.	Application Form / Interview
Desirable Criteria	
9. Experience of establishing global education partnerships in both online and in-person formats.	Application Form / Interview
10. Fluency in a language other than English relevant to the university's priority regions.	Application Form / Interview
11. Experience of working or studying internationally.	Application Form / Interview

- Application Form – assessed against the application form. Normally used to evaluate factual evidence e.g. award of a qualification. Will be assessed as part of the shortlisting process.
- Interview – assessed during the interview process by either competency-based interview questions, tests, work-related exercise, presentation and discussion, or teaching session etc.