DIRECTOR, STRATEGIC PARTNERSHIPS

DEPARTMENT/UNIT Cranlana Centre for Ethical Leadership (CCEL)

FACULTY/DIVISION Office of the DVC & VP (Education)

CLASSIFICATION HEW 10A

DESIGNATED CAMPUS OR LOCATION Toorak and CBD

ORGANISATIONAL CONTEXT

Monash is a university of transformation, progress and optimism. Our people are our most valued asset, with our academics among the best in the world and our professional staff revolutionising the way we operate as an organisation. For more information about our University and our exciting future, please visit www.monash.edu.

The Deputy Vice-Chancellor and Vice-President (Education) leads Monash University’s integrated approach to education, framed by the Monash University Focus Monash Strategic Plan www.monash.edu/about/who/strategic-plan, and partners with Faculties and divisions to shape and deliver the University’s education agenda. The portfolio is responsible for: Indigenous education and strategy, learning and teaching, social inclusion, strategic course development, student academic experience, academic course governance, education policy and quality.

The Portfolio of the Deputy Vice-Chancellor and Vice-President (Education) leads a dedicated portfolio to shape the University’s future path in education and in advancing Monash’s commitment Indigenous education and to social inclusion. The portfolio is charged with leading the University’s approach to learning and teaching, and championing a world-class educational experience for students.

The Cranlana Centre for Ethical Leadership (CCEL) is a not for profit organisation dedicated to developing the leadership capabilities of Australia’s private, public and community sector executives. The programs are designed to challenge, inspire and foster critical thinking required to lead in today’s uncertain times. CCEL promotes the development of ethical leadership through a distinct method of shared enquiry in small groups, led by expert moderators.

The Cranlana Centre for Ethical Leadership is Monash University, The Myer Foundation and Vincent Fairfax Ethics in Leadership Foundation working in partnership.

POSITION PURPOSE

The Director, Strategic Partnerships is a critical position with the Cranlana Centre for Ethical Leadership (CCEL) that is required to drive the delivery of key components of the CCEL’s planned strategic expansion, as outlined in the Strategic Plan 2021-2025.
The Director, Strategic Partnerships will work closely with the CEO and will be accountable for initiating, establishing, negotiating and the stewardship of new large and or/multi-year commercial program partnerships and public programs in line with annual revenue targets. The position will have a dual focus of increasing CCEL’s revenue base and managing select public programs that increase CCEL’s public exposure and engagement numbers.

This position will be required to provide advice and recommendations to the CEO on strategic growth opportunities and implementation of new initiatives. Is expected that this position will work closely with the Lead Moderator and Vincent Fairfax Program Director to generate new program concepts for customized partnerships. Additionally, the position will also work in conjunction with the Director, Client Relations to grow and extend existing clients from small scale to larger scale partnerships.

The Director, Strategic Partnerships will also be accountable for the day-to-day management of the staff involved in the areas of business management, marketing and alumni programs and will participate in the activities of these areas.

Reporting Line: The position reports to Chief Executive Officer, Cranlana Centre for Ethical Leadership (CCEL)

Supervisory Responsibilities: This position oversees a team of approximately 2-4 professional staff members.

Financial Delegation: Not applicable

Budget Responsibilities: The position works with the Program manager to manage an agreed expenditure budget.

KEY RESPONSIBILITIES

1. Working with the CEO, lead the development of major industry initiatives and partnerships through identifying, researching, developing, securing and managing key strategic opportunities.

2. Lead the management and delivery of multiple concurrent major Industry and Government-related projects, including proposal and business case development, negotiation, tender development and project management, providing strategic advice and insight on major commercial and public engagement opportunities, and coordinating resources appropriately.

3. Oversee all aspects of each partnership’s lifecycle across a wide range of clients and collaborators, negotiating proposals, writing tender bids, evaluating and producing reports as required to achieve CCEL’s strategic goals

4. Advocate and promote CCEL’s interests in meetings, committees and other contacts with internal and external partners and stakeholders; at times acting as a delegate for the CEO

5. Manage and lead a small team of professionals, including planning and allocating staff resources, developing, coaching and mentoring employees and managing performance to develop a high performing culture that delivers quality service outcomes and continuous improvement

6. Research and assess linkages and leverage resources across the University to build relationships that enhance and extend the partnership between CCEL and Monash.

7. Develop and maintain strong relationships with key stakeholders throughout the University and with external partner organisations.

8. Represent the CCEL at relevant Industry, Government, University and Community forums as required

9. Other duties as directed from time to time.
KEY SELECTION CRITERIA

Education/Qualifications

1. The appointee will have:
   - a relevant postgraduate qualifications with extensive senior management experience within a complex environment, or
   - an equivalent combination of relevant experience and education/training.
   - Current experience in complex corporate environments will be highly regarded

Knowledge and Skills

2. Exceptional business development management and leadership skills with proven ability to strategically manage and build relationships at the highest levels

3. A track record of success in achieving measurable sales growth and delivery of results to business plans

4. Demonstrated experience in coordinating and managing a number of simultaneous projects to meet deadlines and budgets.

5. Outstanding planning and organisational skills, with experience in establishing priorities, allocating resources and meeting deadlines while working under pressure.

6. Exceptional interpersonal and communication skills, including the ability to liaise with and influence senior management, develop professional, succinct and effective communications for a range of audiences and deliver engaging presentations

7. Exceptional analytical and conceptual skills including demonstrated ability to quickly assimilate new concepts and information and deliver positive, innovative solutions

8. A minimum of 2 years staff management experience with the demonstrated ability to motivate and develop high performance teams

9. Outstanding interpersonal and communication skills with the ability to negotiate, influence and build consensus at senior levels and with diverse stakeholders on complex, sensitive issues

10. Proven ability to adopt an active approach to problem solving ensuring sensitivity and tact at all times but also with persistence and a clear focus on achieving results

11. Advanced computer literacy particularly with current business management software, CRM and various application capabilities

OTHER JOB RELATED INFORMATION

- Travel to other campuses of the University may be required
- Interstate travel may be required from time to time.
- There may be a requirement to work additional and/or variable hours from time to time
- There may be peak periods of work during which taking of leave may be restricted
- The role is based at Cranlana House in Toorak, Melbourne and/or a CBD office
- A current satisfactory Working With Children Check is required
- This position will require a successful National Police Record check

GOVERNANCE

Monash University expects staff to appropriately balance risk and reward in a manner that is sustainable to its long-term future, contribute to a culture of honesty and integrity, and provide an environment that is safe, secure and inclusive. Ensure you are aware of and adhere to University policies relevant to the duties
undertaken and the values of the University. This is a standard which the University sees as the benchmark for all of its activities in Australia and internationally.