



#### **Director of Academic Partnerships (H/F)**

HEADway People is a leading direct sourcing specialist recruiting exclusively for the higher education, research and training sectors. Montpellier Business School (MBS) has engaged our services for the recruitment of an outstanding individual for the position of:

#### **Director of Academic Partnerships (H/F)**

Reporting directly to the Managing Director, the Director of Academic Partnerships is responsible for defining and implementing the academic and institutional relations policy of MBS.

Interacting on an ongoing basis with the Programme, Faculty, Academic Quality and International Promotion Directorates, the successful applicant's role will be to:

- Manage and develop the network of UPE and UPP partner universities, within the scope of academic mobility agreements, the development of co-designed degree programmes, faculty exchange agreements, and sustainable inter-institutional relations.
- Contribute actively to the wider international development of MBS through the development and activation of the successful applicant's institutional network (embassies, universities, companies, international chambers of commerce, etc.).
- Design and manage cooperation development projects.

These roles and responsibilities fall within the scope of MBS's strategic plan and play a key role in contributing to the achievement of the institution's international policy quality goals.

The successful applicant will be responsible for the following main activities (non-exhaustive list):

#### **1. International university partnerships**

- Monitoring of existing agreements with overseas partner universities.
- Prospecting for new partners among accredited institutions.
- Management of double degree development projects.
- Negotiation of contracts after defining the scope of actions with partners, based on agreed objectives.
- Ongoing review and, where necessary, revision of partnerships in compliance with existing undertakings.
- Continuous improvement of the quality of partnerships, and resolution of any disputes.

#### **2. Academic cooperation with Faculty**

In close collaboration with the Faculty and Research Departments of MBS, develop reciprocal faculty

exchange programmes (visits, conferences, teaching) or PhD supervision programmes with selected universities.

### 3. External representation

- International business school associations (CLADEA, others).
- Embassy networks.
- Campus France.
- Relations with French schools/universities in the region.

### 4. Support for MBS' international activities

- Participation in future MBS Dakar projects.
- Development of projects in high priority countries.
- Support for the international activities of other departments (programmes, faculty, research, corporate relations).
- Participation in promotional activities, prospecting companies, student recruitment in countries where the DPAI (Promotions and International Admissions team) is required to travel.

Person specification:

Previous experience and essential qualifications:

- Educated to at least Master's degree level, a doctoral qualification would be appreciated.
- Excellent knowledge of the academic world in general, and business schools in particular.
- Understanding and practice of the intricacies of partnership agreements.
- Excellent international academic network.
- Knowledge of French and European public institutions.
- Experience of living and working overseas.
- Highly developed written and oral communication skills.
- Experience of managing academic and administrative support teams.
- Fluent French and English essential, Spanish an advantage.

Desirable personal qualities:

- Excellent interpersonal skills.
- Sense of diplomacy.
- Independent and able to work autonomously.
- Highly available and responsive.
- Neat appearance.
- Self-confidence.
- Collaborative spirit: ability to work across multidisciplinary teams.
- Global mindset.

Job details:

- Position based in Montpellier requiring frequent national and international travel.
- Full-time senior management contract (CDI), with a 4-month probationary period renewable once.
- Remuneration package in line with the successful applicant's profile and experience.
- The new Director of Academic Partnerships will be expected to take up their position as soon as possible.

Recruitment process: Candidates should submit a detailed CV, cover letter and list of references to:  
[s.obarowski@headway-advisory.com](mailto:s.obarowski@headway-advisory.com).

Following two to three interviews with the HEADway People recruitment consultants, shortlisted candidates will be invited to attend further interviews with our client's senior management team.

<b>Ref</b>	MBS_DAP
<b>Date de dépôt</b>	11-10-2021
<b>Date de prise de poste</b>	11-12-2021
<b>Catégorie</b>	Top Management / Dean
<b>Statut</b>	Close
<b>Contrat</b>	CDI
<b>Localisation</b>	Montpellier



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