

# VACANCY NOTICE

REF: C29082024

<b>POSITION</b>	<b>ACCOUNT DIRECTOR - APAC</b>
<b>LOCATION</b>	<b>SUBANG JAYA, SELANGOR</b>
<b>INDUSTRY</b>	<b>EDUCATION</b>
<b>TYPE</b>	<b>FULL TIME</b>

## JOB SUMMARY

The Account Director – APAC is a leadership role tasked with spearheading the strategic vision and execution of an evolving business unit with various product lines (i.e. degree products, marketplace platforms, pathway products, etc.). As a key driver of growth and revenue, this position is responsible for establishing and nurturing transformative partnerships, both domestically and possibly regionally. The Director will play a pivotal role in shaping the overall business strategy, operations, and contributing significantly to the achievement of organisational financial objectives.

Oversight for the organization’s partner operations include online distance learning (ODL) product performance, product research & development, marketing, admissions, student support, placement and learning design services. Additionally, the Director is also responsible for building and managing relationships with external key stakeholders within their portfolio and overseeing all operational aspects of the partnership to deliver shared revenue goals.

Key accountabilities include;

### Partnerships and External Stakeholders

- Cultivate and manage relationships with C-level executives, senior leaders, and influencers at targeted universities and institutions, positioning the organization as a preferred strategic partner.
- Lead strategic planning, priorities, and procedures with University Partner(s) concerning the current program & products portfolio and broader partnership & performance goals
- Enhance the organization brand by integrating thought leadership initiatives, insights, and effectively communicating service and partnership values
- Drive high-level negotiations and discussions, ensuring that partnerships are aligned with both the organization 's strategic goals and the partner institution's mission.
- Consult on contractual terms related to assigned University Partner(s)
- Act as the primary intermediary between the organization and university Partner(s)
- Provide input on teaching and learning online best practices, delivery of course development initiatives and academic relations
- Execute strategies for agreed-upon change management practices or continuous improvement with the University Partner(s); act as the escalation point when necessary

# VACANCY NOTICE

---

## Accounts and Internal Cross-Functional Operational Excellence

- Maintain and review relevant program P&Ls on a monthly basis, report key performance indicators to the organization leadership
- Formulate and spearhead business unit objectives and Partner account plans, identifying opportunities for commercial growth within specified programs
- Work closely with the cross functional leaders to support program sustainability and deliver on targets
- Focus business development efforts on the product pipeline and be accountable for business development targets
- Contribute to developing proposals for new partners, programs, marketplace platforms and engage in necessary discussions as required
- Coordinate and involve the organization senior leaders and stakeholders in business development pitches, proposals and progressions
- Provide ongoing input to business forecasts, marketing campaign efficacy, student retention, student services and placement tracking using data sources and analysis; contribute to setting the benchmarks for admissions conversion goals and student population targets
- Contribute to and deliver on University Partner performance objectives
- Provide input on teaching and learning online best practices, delivery of course development initiatives and academic relations; manage program carousels
- Play a key role in fostering a collaborative and high-performance culture within the broader APAC business unit.
- Other duties, as assigned

## JOB REQUIREMENTS

- Bachelor's degree in a relevant field; advanced degree or professional certifications in business, education, or related areas are advantageous
- Minimum of 5 years of progressive leadership experience in strategic partnerships, business development, or a related leadership role, ideally within the education sector.
- Extensive experience within the education sector, showcasing a deep understanding of industry trends, challenges, and opportunities.
- Proven track record of strategic financial management, including a minimum of 5 years of experience managing budgets, analysing financial data, and driving revenue growth.
- Demonstrated ability to collaborate effectively across diverse internal teams, garnering buy-in for strategic initiatives to achieve optimal business performance.
- Proven history of building and sustaining long-term relationships with clients at various organizational levels, managing multiple projects concurrently, and consistently delivering results on schedule.
- Substantial experience in negotiating complex relationships and achieving tangible results in change management initiatives, contributing to the success of strategic partnerships.
- Significant experience leading complex projects, coupled with a strong analytical aptitude to provide in-depth analysis supporting strategic decision-making.
- Excellent track record of meeting and exceeding KPIs, with a focus on driving client satisfaction and fostering strong, mutually beneficial relationships.