

Assistant Vice President - Corporate Partnerships - CURI  
Campus  
Clemson University

Direct Link: <https://www.AcademicKeys.com/r?job=249498>

Downloaded On: Nov. 23, 2024 5:47am

Posted Nov. 22, 2024, set to expire Mar. 22, 2025

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|-----------------------------|---|
| <b>Job Title</b>            | Assistant Vice President - Corporate Partnerships - CURI Campus       |
| <b>Department</b>           | External Affairs  |
| <b>Institution</b>          | Clemson University<br>Clemson, South Carolina                         |
| <b>Date Posted</b>          | Nov. 22, 2024   |
| <b>Application Deadline</b> | 01/03/2025  |
| <b>Position Start Date</b>  | Available immediately   |
| <b>Job Categories</b>       | Associate Vice-(Provost/Chancellor)                                   |
| <b>Academic Field(s)</b>    | Development/Institutional Advancement<br>University Administration    |
| <b>Apply Online Here</b>    | <a href="https://apptrkr.com/5825350">https://apptrkr.com/5825350</a> |

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**Job Description**

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**Assistant Vice President - Corporate Partnerships - CURI Campus**

**Location:**

**Open Date:**

**Description**

Located at Clemson University's CURI campus in North Charleston, SC, the Assistant Vice President, Corporate Partnerships in the Office of Corporate Partnerships (OCP) of the External Affairs Division of

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Clemson University works closely with key internal and external stakeholders to develop and lead enterprise-level strategies for existing and new strategic corporate partnerships in order to grow the educational and research programs of the university in alignment with the Clemson Elevate strategic plan. This individual reports to the Associate Vice President of OCP.

The Office of Corporate Partnerships (OCP) within the External Affairs Division spearheads initiatives to foster strategic collaborations between academia and industry, driving innovation and advancing the university's mission.

The Assistant Vice President will,

- Develop, manage, communicate, and execute business development strategies to grow assigned and establish new strategic corporate partnerships. This includes but is not limited to (1) maintaining and growing existing industry collaborations, (2) developing new corporate collaborations, (3) identifying and expanding existing core competencies of the university into new markets, and (4) increasing and expanding Clemson's competitive educational and research capabilities. These strategies should be proactive based on academic and corporate input with identifiable targets, deadlines, objectives, and measurements for success.
- Work in close collaboration and on a regular basis with the Senior Vice President of the External Affairs Division, the Associate Vice President of OCP and other External Affairs Division Associate VPs, the Executive Director of CURI, university leadership, Deans, Department Chairs, Program Managers, the Research Division, the Center for Career and Professional Development, and faculty and administrative staff to assist in (1) assessing new strategic opportunities from a market, strategic fit, and economic potential point of view, (2) identifying new opportunities and areas for targeted growth and new partnerships, (3) developing strategies for large multi-disciplinary, public/private grant opportunities, and (4) identifying resource gaps and needs to successfully compete in targeted market areas.
- Serve as the representative of OCP and the External Affairs Division for CURI campus meetings and events in lieu of the Senior Vice President and Associate Vice President OCP as appropriate. Advise the Senior Vice President and Associate Vice President OCP on strategy and required points of engagement. Participate in committee assignments and service activities that align with the activities of OCP and the External Affairs Division.

Salary is dependent upon several factors including, but not limited to, a candidate's previous experience, knowledge, skills and performance in accordance with Clemson's compensation

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guidelines. Expected salary range is between \$163,100-\$208,719.

**Qualifications**

- Bachelor's degree required, Master's degree preferred.
- 15 years of proven success in creating corporate and academic partnerships across multiple industries.
- Comprehensive knowledge of business development theories and practices, with the ability to apply them in complex situations.
- Strong leadership, communication, and strategic planning skills.
- Ability to work collaboratively with diverse stakeholders and manage budgets effectively.

Additional Requirements:

- Flexibility to travel overnight as needed.
- Availability to work evenings and weekends.
- Valid driver's license and willingness to drive as necessary.

**Application Instructions**

The deadline to apply is January 3rd, 2025.

To apply for this position, please submit your resume, cover letter, and the contact information for 3-5 references through Interfolio at the following link: <https://apply.interfolio.com/159613>. Applications will be reviewed on a rolling basis until the position is filled.

**Qualifications**

**Application Instructions**

For more information and to apply, visit <https://apply.interfolio.com/159613>



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**Contact Information**

Please reference Academickeys in your cover letter when applying for or inquiring about this job announcement.

**Contact**

External Affairs  
Clemson University

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