

Assistant Director (Client and Partner Development) ,
National Centre of Excellence (Workplace learning)
Singapore Institute of Technology

Direct Link: <https://www.AcademicKeys.com/r?job=223208>

Downloaded On: May. 9, 2024 7:08am

Posted Oct. 10, 2023, set to expire Jul. 5, 2024

Job Title Assistant Director (Client and Partner Development) , National
Centre of Excellence (Workplace learning)

Department SITLEARN Professional Development

Institution Singapore Institute of Technology
Singapore, , Singapore

Date Posted Oct. 10, 2023

Application Deadline Open until filled

Position Start Date Available immediately

Job Categories Associate/Assistant Director

Academic Field(s) Development/Institutional Advancement

Job Website <https://careers.singaporetech.edu.sg/cw/en/job/498527/assistant-director-client-and-partner-development-national-centre-of-excellence-workplace-learning>

Apply By Email

Job Description

Assistant Director (Client and Partner Development) , National Centre of Excellence (Workplace learning)

Job no: 498527

Department: SITLEARN Professional Development

Contract type: Permanent

[Apply now](#)

Assistant Director (Client and Partner Development) ,
National Centre of Excellence (Workplace learning)
Singapore Institute of Technology

Direct Link: <https://www.AcademicKeys.com/r?job=223208>

Downloaded On: May. 9, 2024 7:08am

Posted Oct. 10, 2023, set to expire Jul. 5, 2024

Reporting to the Head of Division and Project Director of the National Centre of Excellence for workplace learning, your responsibilities will include:

- Developing and implementing a growth plan and strategy to grow a new portfolio of clients and partners, signature programmes, and revenue growth.
- Cross selling of workplace learning and CET courses.
- Generating qualified leads and build a pool of multi-year partnerships for bespoke programmes.
- Growing a new portfolio of executive programmes that can be offered for open enrolment.
- Liaising with Programme Directors and external trainers to deliver on solutions.
- Building win-win business models and tapping on SSG funding where applicable.
- Developing winning proposals, pitches, and building long term relationships.
- Building and managing the end-to-end client engagement processes and touch points.
- Growing the practice and communicating the value proposition of SIT's signature programmes.
- Documenting case studies in partnership with clients on success stories.
- Managing feedback and debriefs with programme director, operations and admin teams when necessary.
- Participation in strategic events, outreach, and marketing initiatives.
- Other activities as requested by HOD.

Skills and experience required

- Minimum eight to ten years of relevant experience within the educational industry.
- Proven experience and track record in seeding leads, tenders, winning deals, client management and business development.
- Confident in engaging senior leadership and clients to understand their needs and expectations
- Able to work independently and collaboratively.
- Proactive in generating qualified leads and driving revenue targets
- Able to build relationships with both internal and external associate faculty.
- Able to handle multiple projects simultaneously on a tight timeline.

[Apply now](#)

Advertised: 10 Oct 2023 Singapore Standard Time

Applications close: 30 Nov 2023 Singapore Standard Time

Assistant Director (Client and Partner Development) ,
National Centre of Excellence (Workplace learning)
Singapore Institute of Technology

Direct Link: <https://www.AcademicKeys.com/r?job=223208>

Downloaded On: May. 9, 2024 7:08am

Posted Oct. 10, 2023, set to expire Jul. 5, 2024

Contact Information

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

Contact

Singapore