

Deputy Director (Client and Partner Development),
SITLearn Professional Development
Singapore Institute of Technology

Direct Link: <https://www.AcademicKeys.com/r?job=226889>

Downloaded On: May. 13, 2024 3:42am

Posted Dec. 6, 2023, set to expire Jul. 5, 2024

Job Title Deputy Director (Client and Partner Development), SITLearn Professional Development

Department SITLEARN Professional Development

Institution Singapore Institute of Technology
Singapore, , Singapore

Date Posted Dec. 6, 2023

Application Deadline Open until filled

Position Start Date Available immediately

Job Categories Director/Manager

Academic Field(s) Teaching & Learning

Job Website <https://careers.singaporetech.edu.sg/cw/en/job/498565/deputy-director-client-and-partner-development-sitlearn-professional-development>

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Job Description

Deputy Director (Client and Partner Development), SITLearn Professional Development

Job no: 498565

Department: SITLEARN Professional Development

Contract type: Contract

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Are you passionate about education and dedicated to ensuring the success of training and workplace learning programmes? The SITLEARN Professional Development, Singapore Institute of Technology's lifelong learning division is seeking a dynamic, resourceful and results oriented **Deputy Director** to join our team.

The SITLEARN Professional Development Division caters to working adults who are keen to upgrade their skills and offers multiple pathways for individuals to gain access to higher education learning. Together with the National Centre of Excellence (NACE) for Workplace Learning, the first workplace learning centre set up in an Autonomous University and supported by SkillsFuture Singapore (SSG), we are here to help organisations build workplace competencies. Employees will learn new capabilities in their work environment and be better equipped to respond effectively to a rapidly changing economic environment.

Join us as we strive to shape the future of education and empower individuals to thrive in the workforce.

Reporting to the Head of Division, SITLEARN Professional Development and National Centre of Excellence (NACE) for Workplace Learning, as the Deputy Director, your role will encompass:

- **Strategic Growth Leadership:** Develop and execute a comprehensive growth plan and strategy, focusing on expanding large key accounts, customised solutions, SkillsFuture Career Transition Programmes, and enhancing the NACE portfolio.
- **Large Key Accounts Management:** Oversee the management and growth of large key accounts, fostering relationships and identifying opportunities for collaborative initiatives and tailor-made programmes.
- **SkillsFuture Career Transition Programme:** Develop an aggressive portfolio of SkillsFuture Career Transition Programme into the overall client and partner development strategy, ensuring alignment with organizational goals and objectives.
- **Solutioning Portfolio Expansion:** Drive the expansion of executive programmes, exploring new avenues for impactful solutions, revenue generation and market presence.

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- **Cross-functional Collaboration:** Collaborate with Programme Directors, external trainers, adjuncts, and internal teams to deliver innovative solutions that meet the evolving needs of clients and partners.
- **Business Model Innovation:** Develop and implement win-win business models, leveraging funding opportunities where applicable, to enhance the financial sustainability of initiatives e.g., Mentorship support grants and capability development grants.
- **Proposal Development and Relationship Building:** Lead the creation of compelling proposals, pitches, and foster long-term relationships with clients and partners, showcasing the superior value proposition of SIT's signature programmes.
- **Client Engagement Management:** Lead a team and oversee the client engagement processes and touch points, ensuring a seamless and positive experience for stakeholders.
- **Feedback Management:** Manage feedback and debrief sessions with program directors, operations, and admin teams as necessary, ensuring continuous improvement and client satisfaction.
- **Strategic Participation:** Actively participate in strategic events, outreach activities, and marketing initiatives to enhance the visibility and reputation of SIT.
- **Adaptability and Project Management:** Demonstrate adaptability and effectively manage multiple projects simultaneously within tight timelines.

Skills and Qualifications:

1. Minimum of ten to fifteen years of relevant experience within the educational industry.
2. Passionate in making a positive difference and impact to individuals, organisations, and society through lifelong learning.
3. Proven track record in leading revenue growth and market expansion.

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4. Proven track record in senior sales role seeding leads, winning deals, and business development within the education sector.
5. Demonstrated ability to work independently and collaboratively in a dynamic environment.
6. Strong relationship-building skills with both internal and external associate faculty.
7. Experience in handling large key accounts and integrating government-funded programmes like SkillsFuture Career Transition Programme.
8. Sets a personal example, following through on promises and commitments to internal and external stakeholders.
9. Effectively manages time and resources, meet deadlines and flags delays.
10. Driven, passionate and determination to succeed and ensure team success.
11. Sets the highest personal performance and behavioral standards for self.
12. Accepts personal responsibility to make things happen.
13. Adapts quickly and seize opportunities, even in situations of uncertainty.

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Advertised: 06 Dec 2023 Singapore Standard Time

Applications close: 05 Jan 2024 Singapore Standard Time

Contact Information

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

Contact

Singapore