

**The University of KwaZulu-Natal (UKZN) is committed to Employment Equity**

**COLLEGE OF LAW AND MANAGEMENT STUDIES**

**GRADUATE SCHOOL OF BUSINESS**

**DIRECTOR: BUSINESS ENGAGEMENTS AND EXECUTIVE EDUCATION, REF NO: GSBL01/2018**

**DIRECTOR: STRATEGIC PARTNERSHIPS, REF NO: GSBL02/2018**

One of South Africa's top business Schools, the Graduate School of Business and Leadership (GSB&L) at the University of KwaZulu-Natal (UKZN)'s College of Law and Management Studies is embarking on an exciting new venture of repositioning itself in line with the executive educational needs of all industries and sectors regionally, nationally and continentally and is, therefore, seeking to appoint two senior leaders as follows:

**Director: Strategic Partnerships**

The incumbent will be responsible for identifying potential opportunities for partnerships with international institutions including universities and industrial partners, in order for the GSB&L to establish lucrative and mutually beneficial relationships. The initial focus will be on the African continent with a long term view of expanding globally

The incumbent will further be required to nurture and grow the agreements/partnerships which will assist in driving the GSB&L's strategy of becoming an international brand. .

**Minimum Requirements:**

- A Masters Degree in a relevant discipline.
- A minimum of ten years' experience in a training or education industry.
- A minimum of 5 years of growing a training business, through concluding successful collaborations.
- A good track record of a successful and sustainable approach to business development, working with colleagues and external stakeholders to deliver successful partnerships internationally.
- A successful profile recognised in business or an educational environment.

**Knowledge**

- Detailed and expert knowledge in how to identify and convert collaborative market opportunities into successful partnerships.
- Ability to prepare proposals and present such proposals to external bodies.
- Experience in strategic and operational planning and management.
- Experience in a wide range of external networks and organisations that promote and enhance collaborative partnerships.
- Computer proficiency.

### **Personal attributes**

- Excellent verbal and written communications and presentation skills.
- Proven high-level ability to negotiate with external decision makers and key influencers.
- Ability to work co-operatively, confidently and tactfully with external and internal stakeholders.
- Enthusiastic, driven and self-motivated.
- Accurate, reliable and attentive to detail, well organised and able to meet deadlines and exceed targets.

### **Advantages:**

- The ability to work both within the University and externally on collaborative projects.
- Understanding of Higher Education environment.

### **Director: Business Engagements and Executive Education**

The main purpose of this post is to identify potential opportunities for partnerships with local institutions including Universities and Industrial partners, in order for the Graduate School of Business to establish lucrative, mutually beneficial relationships in the region.

These opportunities will need to be cultivated and relationships fostered in order to convert them into partnerships which will assist in driving the strategy of the Graduate School of Business in becoming a premier band locally.

The incumbent will need to ensure that once these agreements/partnerships have been established, they are managed to ensure potential future business and as well as guaranteeing that the Graduate School of Business delivers high quality outputs.

### **Minimum Requirements:**

- A Masters Degree in a relevant discipline.
- A minimum of ten years' experience in a training or education industry.
- A minimum of 5 years of growing a training business, through concluding successful collaborations.
- A good track record of a successful and sustainable approach to business development, working with colleagues and external stakeholders to deliver successful partnerships internationally.
- A successful profile recognised in business or an educational environment.

### **Knowledge**

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**Advantages:**

- The ability to work both within the University and externally on collaborative projects.
- Understanding of Higher Education environment.

The incumbents will report to the Dean and Head of School (D&HoS) who is responsible for the academic leadership of the School and will provide high-level strategic leadership in terms of research, teaching, community engagement and transformation consistent with the University's and College's vision and mission. The D&HoS, as part of the College's Leadership and Management Team, reports to the Deputy Vice-Chancellor and Head of College.

A presentation will be required as part of the interviewing process.

**Please note that the tenure for these positions is a five-year full time appointment.**

Details regarding this post, including the job profile, can be obtained from Ms Fikile V Sithole -HR Manager at 031 260 8211 or e-mail: sitholef@ukzn.ac.za.

**The remuneration package offered includes benefits and will be dependent on the qualifications and/or experience of the successful applicant.**

**The closing date for receipt of applications is 31 January 2019.**

**Applicants are required to complete the relevant application form which is available on the Vacancies page of the University website at [www.ukzn.ac.za](http://www.ukzn.ac.za). Completed forms may be sent to [RecruitmentLMS@ukzn.ac.za](mailto:RecruitmentLMS@ukzn.ac.za) Please state the advert reference number in your subject line.**