

<b>Position / Job Title:</b>	<b>Dean Global &amp; Strategic Partnerships</b>
<b>Faculty/Professional Service:</b>	<b>Office of the Vice-Chancellor (OVC)</b>
<b>Group/Section:</b>	<b>OVC</b>
<b>Normal Hours per Week:</b>	<b>Full time, job-share, part-time and flexible working arrangements are welcomed and will be considered. Some flexibility will be required in order to ensure that key time scales and deadlines are met</b>
<b>Permanency:</b>	<b>Established position</b>
<b>Accountable to:</b>	<b>Vice-Chancellor and CEO</b>
<b>Responsible for:</b>	<b>Faculty-based Associate Deans Global &amp; Strategic Partnerships (secondary reporting line / matrix management)</b>
<b>Apprenticeship academic provision and/or support - We are committed to providing a safe environment for all students and staff. As this role comes has contact with apprentices, the postholder must be familiar with our Safeguarding Policy and at all times comply with its requirements to safeguard and protect the welfare of young people and vulnerable adults. This includes attendance on relevant mandatory training.</b>	

### **Job Purpose**

Reporting to the Vice-Chancellor and CEO, the Dean Global & Strategic Partnerships, will provide senior strategic academic leadership for development and implementation of the University's global and regional partnership strategy and the internationalisation of education and research. This includes fostering global partnerships, enhancing international student recruitment and mobility, integrating international perspectives into research, teaching, and enterprise and maximising opportunities to deliver increased student recruitment and income.

Under the direction of the V-C, they will be responsible for driving forward, seizing and delivering the growth of global partnership opportunities, including transnational education (TNE), international CPD programme development and provision, and initiating and maintaining relationships to enhance BU's reputation. Within the University, the Director will visibly and passionately champion the engagement of staff in promoting the importance of global and strategic partnerships and securing new income streams.

BU provides a supportive environment where innovation, insight and expertise are valued, and within this context the postholder will be a catalyst for new ideas and ways of delivery. They will represent BU to global partners and external organisations, taking the lead in developing new international business in line with strategic goals. This role is critical to BU's future success in respect of income generation and partnership development.

At an institutional level, in collaboration with the faculty-based Associate Deans Global and Strategic Partnerships, and relevant university leads for international they will foster a supportive environment for global and regional engagement initiatives driving relevant practices that ensure the incorporation of globalisation principles into the individual learning experience

As a member of the University Leadership Team, the postholder will play an important part in the leadership of BU and will be a contributor to the corporate and strategic development of the University, driving the continuous evolution and delivery of BU2035 and our strategic outcomes. This includes supporting the V-C in leading transformational change to ensure BU is positioned to maximise opportunities to build on our successes.

### **Main Responsibilities**

- As a member of the University Leadership Team, play an important role in the leadership of the university, proactively contributing to strategic development and delivery of BU2035.

- Provide strategic leadership for the development and delivery of BU's global and strategic partnership development. This includes setting strategy, driving forward, seizing and delivering the growth new international business in line with strategic goals and income targets. Driving growth in international student recruitment, global partnerships and collaborations, including securing new and significant TNE partnerships, and initiating and leading relationships to enhance BU's reputation
- Within the remit of the role, take responsible for ensuring a working environment which promotes academic, professional and personal staff development in a manner that is consistent with, and gains widespread ownership of the strategic objectives of the Faculty and BU.
- Provide matrix leadership for the Faculty Associate Deans Global and Strategic Partnerships in a coordinated and consistent way. This also includes ensuring the Faculty Associate Deans Global and Strategic Partnerships works to their PVC Dean of Faculty, delivering against BU2035 University objectives and driving these into their faculties for effective strategic alignment.
- In conjunction with the V-C, shape and deliver the university-wide global partnership strategy, ensuring broader partnerships and strengthening international credibility.
- Within remit of role, contribute to and influence a positive student experience across the university.
- Take full accountability to ensure the delivery of successful global and strategic partnerships, through the establishment of delivery strategies and plans, sponsorship of projects, setting the framework for operational delivery, monitoring progress, and managing performance.
- In conjunction with other portfolio Deans and Associate Deans, energise and drive the transformation of the culture at BU to ensure engagement in our vision, strategic plan, and organisational values.
- Lead the University in areas of delegated responsibility, including taking a visible pan-university leadership on issues assigned and agreed by the V-C to deliver the BU2035 outcomes.
- Drive innovation in the academic portfolio and curriculum utilising evidence and awareness of national and international HE trends and patterns demand
- In collaboration with the PVC Deans of Faculty, proactively and expertly extend and strengthen our international brand and reputation, delivering new forms of educational provision and partnership.
- Pioneer, develop and sustainably grow TNE provision that brings long term impact for students, staff and BU, including securing new and significant Transnational Education partnerships, and initiating and leading relationships to enhance BU's reputation. This includes ensuring that the Associate Deans are actively and regularly developing business cases for new partnerships, Transnational Education and financial costings for international recruitment.
- Chair internationalisation committees and working groups, ensuring cross-faculty and university collaboration.
- Lead the development and strengthening of our international network of education partners, for international mobility and experience activities, opportunities for students from international partners to progress to BU programmes and deliver new forms of educational provision and partnership.
- Lead, transform and embed an international mindset, entrepreneurial thinking and innovative approach to international business partnering into the everyday business of the University.
- Lead the innovation and creative ways of thinking and collaboration in a global context, to ensure maximum impact and success for BU.
- Work with the Dean Research, Innovation and Enterprise to identify opportunity to champion international research collaborations and use them as a platform for developing further international links.
- Work with the Dean Education and Student Experience to ensure an internationalised curriculum that adds vibrancy and relevance into course design and delivery by incorporating a broader range of global perspectives, cultural awareness, beliefs, values, connections and partnerships. This includes fostering an inclusive, global student experience and learning environment which promotes student life, wellbeing and a sense of belonging.
- Actively contribute to the creation and development of new programmes areas responding to international market demand.

- Ensure that the benefits of globalisation are understood across the student body, regardless of their location, background, discipline, or mode of study.
- Under the direction of the V-C lead the innovation and creative ways of thinking and collaboration in a global context, to ensure maximum impact and success for BU.
- Establish and engage with international stakeholders to develop and maintain strategic partnerships and build effective and productive relationships with key influencers in government, business, and professional bodies.
- Ensure that the faculty-based, Associate Dean postholders provide strategic and creative thought leadership to inform the globalisation objectives and embedding of internationalisation activities across BU to support international partnership development.
- Oversee the multi-channel operational plan to build the international enterprise portfolio, through enterprise and innovation activities, including knowledge exchange, enterprise, commercialisation, and CPD in conjunction with the faculties.
- Provide direction to the Associate Deans, ensuring appropriate business plans are produced, and that the university is capable of delivering and exploiting such opportunities for the benefit of the institution as a whole.
- Ensure effective risk management, ensuring appropriate financial due diligence, quality assurance, security considerations, reputation and contractual matters.
- Develop and update exit strategies and guiding principles for partnership exits, which are built from sector experience.
- Respond to and influence policy change in collaboration with sector stakeholders to position BU as a worldwide leading university for inspiring learning, advancing knowledge and enriching society through education, research and practice.
- Ensure that KPIs and income and recruitment targets are met.
- Ensure compliance with regulatory requirements as appropriate for the remit of the role.
- Play a key role in leading the optimisation and streamlining of business operations, realising future digital potential and efficiency.
- Provide leadership that promotes a culture of excellence, including motivational leadership, management and development of the faculties and the senior teams within them.
- Lead by example, delivering education, research and professional practice within own discipline.
- Live the Bournemouth University values and apply these values in the leadership of others.
- Be an ambassador for the University, both internally and externally.
- Undertake other such duties as required by the V-C.

### **Key Relationships**

- University Executive Team
- Senior Leadership Team
- Portfolio Associate Deans and Deans
- International recruitment staff
- Research and innovation staff
- University international engagement teams
- Partner universities and research institutions
- International funding and accreditation bodies
- Global academic and industry networks
- Regional commercial, civic and education partnerships
- International alumni associations

### **Information Governance Responsibilities**

Data User - comply with the associated data protection, information security, information management and information technology regulations, policies, processes and procedures.

### **Safeguarding and Regulated Activity**

If the role involves engaging in regulated activity relevant to vulnerable groups including children and disabled adults, it is an [offence to apply for](#) and perform the role, if a person is barred from engaging in regulated activity. Further information is available in BU's [Safeguarding Policy](#) and Suitability Statement on the Recruitment and Employment of Ex-offenders.

### **Additional Information**

Objectives are developed for post holders by the line manager based on the strategic plan. The objectives will be based on delivering the strategy (and the relevant KPIs) and will contain both short (one year) and long term (multiple year) objectives.

Individuals will be assessed annually for their delivery of their objectives.

The purpose of the job description is to indicate the general level of responsibility and location of the position. The duties may vary from time to time without changing their general character or level of responsibility.

BU is an equal opportunities employer which values a diverse workforce. The post holder must at all times carry out their responsibilities with due regard to the University's Equality and Diversity Policy Statement.

Our highly skilled and creative workforce is comprised of individuals drawn from a broad cross section of the globe, and who reflect a variety of backgrounds, talents, perspectives and experiences to build our global learning community. The post holder must have an understanding of and commitment to promoting a global outlook.

All employees have an obligation to be aware of the University's Sustainability Policy, Climate and Ecological Crisis Action Plan, Travel Plan and associated documents, and to ensure that they carry out their day-to-day activities in an environmentally responsible manner and inspire students to do the same.

**June 2025**

## Person Specification

Knowledge (including experience & qualifications)	Essential / Desirable
PhD or equivalent professional qualifications and experience in a relevant discipline	E
Academic standing as a Professor in a discipline relevant to the existing academic footprint of the University, or the ability to demonstrate a strong and sustained academic trajectory.	D
A strong global profile as evidenced by a successful track record of developing and sustaining international partnerships and networks	E
Demonstrable understanding of emerging global trends in government and higher education policy and their implications for the UK university system, particularly in terms of student recruitment and partnerships	E
Demonstrable success in leading international enterprise and innovation activities, including knowledge exchange, commercialisation, and CPD development	E
In-depth understanding and knowledge of TNE and international student recruitment, including opportunities and risk	E
Politically and commercially astute with an ability to engage with a broad range of external stakeholders, at all levels, on an international basis	E
Evidence of entrepreneurship and innovation within an international market	E
Evidence of a proactive approach to generating new ideas, seeing and seizing opportunities and the ability to create and communicate these plans to others	E
Strong applied knowledge of financial and resource planning, performance management, service delivery at an organisational level, as evidenced through training and experience	E
A strong career track record of leading, delivering and developing teams which underpin a large and complex organisation	E
Experience in transforming processes, systems, data, culture, and skills to deliver competitive advantage	E
Proficiency in a relevant language/languages other than English	E
<b>Skills</b>	
Highly developed interpersonal and communication skills: ability to interact and influence effectively with a diverse range of stakeholders including students and external organisations.	E
Excellent stakeholder engagement skills, with experience in forging partnerships with industry, government, and educational institutions	E
Strong project management skills, ensuring effective use of resources to achieve strategic goals	E
<b>Attributes</b>	
Strong international market insight capabilities	E
Strong cultural and EDI awareness	E
Ability to identify and capitalise on market opportunities to enhance the University's presence and revenue streams	E
Strong commercial acumen with a track record of driving business growth, enterprise, and knowledge exchange initiatives	E
Skilled negotiator, persuasive and assertive as appropriate	E
Innovative and enterprising, with the ability and willingness to take calculated risks	E
Ability to build effective partnerships and collaborations between individuals and stakeholder groups engendering shared purpose and the opportunity and motivation to achieve objectives	E
Ability to operate credibly in a pan-institutional capacity	E
Ability to optimize business operations in the current digital environment, and realise future digital potential	E
Confident, evidence-based decision making, balancing opportunity and risk	E
A strong grasp of the evolving technological environment and its potential contribution to students' academic outcomes and future success	E
Values diversity and difference, operates with integrity and openness, and encourages collegiality through an engaging leadership style	E