

Job Advertisement

Director of International Partnerships, Development, and Innovation (PACE)

Algoma University

Location: Brampton, ON

Department: Professional and Continuing Education (PACE)

Reference #: MG- 18395

About Algoma University

Since its establishment in 1965 as Algoma University College in Sault Ste. Marie, Algoma University has increasingly assumed a national leadership role in supporting the university sector's response to Truth, Healing and Reconciliation. Algoma's [Special Mission](#) is guided by the 7 Grandfather Teachings and [Honoring Commitments](#), and is twofold in nature:

- a. to be a teaching-oriented university that provides programs in liberal arts and sciences and professional programs, primarily at the undergraduate level, with a focus on the needs of Northern Ontario; and to
- b. cultivate cross-cultural learning between Indigenous communities and other communities in keeping with the history of Algoma University and its geographic site.

With campuses located in Sault Ste. Marie, Brampton and Timmins, the tri-campus model that has emerged at Algoma University leverages the unique strengths, opportunities and broader community needs of each geographic location. Through this model, Algoma provides students with rich experiential learning experiences and research opportunities across liberal arts, sciences, and professional disciplines.

Algoma University is committed to being a welcoming, inclusive, safe, and respectful learning community; one that values the opportunities to learn from and with students, staff, and visitors from all parts of the world. Currently, Algoma University is home to over 5,000 students representing over 50 different countries, more than 430 full-time and part-time faculty and over 150 support staff and administrative personnel.

Director of International Partnerships, Development, and Innovation (PACE)

Opportunity

Reporting to the Associate Vice President, Academic and Continuing Education, the Director will develop and implement innovative strategic alliances and growth opportunities, across Canada and globally, to help fulfill the expanded mandate entrusted to the Professional and Continuing Education (PACE) portfolio by Algoma University. The Director will have the opportunity to bring their strengths in creativity, innovation, and partnership building with international and national organizations, universities and foundations to this critical and compelling role and boost the national and global stature of the Professional and Continuing Education (PACE) portfolio by forging business viable alliances with select organizations in both the private and public sectors. This leader will be part of a dynamic and growing Algoma University team in Brampton and will work closely with leaders and teams across the entire organization.

The Director will anticipate trends and spearhead the development of bold and unique solutions to address emerging needs expressed by organizations and governments leading to competitive advantages in the rapidly growing professional and continuing education sector while maximizing revenue-generating initiatives and opportunities. In fulfilling this role, the Director shall work in close collaboration with the existing PACE team, to lead and execute new partnerships and international operations of the PACE portfolio. The Director will oversee all the international development work and establish partnerships locally and abroad as needed.

Key Responsibilities

- Demonstrate individual and collective responsibility for the planning, monitoring, and implementation of a Partnerships, Development and Innovation Plan, and commit to achieving the objectives and KPI's in the plan on a qualitative and quantitative basis.
- Develop objectives, goals, and Key Performance Indicators (KPIs) in collaboration with stakeholders to ensure effective partnerships.
- Identify target international markets for expansion and analyze market trends, demand, and competition.
- Establish and negotiate partnerships with educational institutions, government agencies, or corporate entities in target regions.
- Facilitate the customization of course content and instructional materials to suit international learners.
- Ensure compliance with local regulations, standards, and quality assurance for educational programs.
- Coordinate logistics for course delivery, including scheduling, venue selection, and equipment procurement.
- Develop and implement international marketing strategies using digital channels to reach target audiences.
- Provide training to instructors and staff on international operations, cultural sensitivity, and cross-cultural communication.
- Implement feedback mechanisms and conduct evaluations to gather input and improve course offerings.
- Lead innovation teams to suggest improvements, foster creativity, and promote business growth.
- Develop and align budgets for international operations and monitor expenses.
- Establish pricing strategies for courses based on market demand and cost analysis.
- Track revenue and financial performance metrics to assess the profitability of international programs.
- In close collaboration with the University's External Relations Office and with the Alumni Relations Office, identify and spearhead sponsorship and fundraising opportunities in support of PACE portfolio's growth and sustainability.
- Identify potential risks and challenges associated with international operations, such as political instability, currency fluctuations, or legal issues.

Minimum Qualifications

Education and Experience

- Masters in Business Administration or a related field, 8+ years of management and leadership experience or an equivalent combination of education and experience is required.
- 7+ years of experience in maintaining multiple stakeholder relationships representing the education sector.

Knowledge and Skills

- In-depth knowledge of university management practices and structures.
- Strong leadership and managerial skills for a fast-paced, entrepreneurial work environment.
- Ability to synthesize information in a complex and changing environment.
- Excellent negotiation skills in complex situations.
- Knowledge of educational concepts and learning environments.
- Excellent communication skills in both official languages.
- Experience in a leadership position with significant managerial accountability for partnership, international operation and development programs.
- Team building, consultative leadership, and conflict management experience are preferred.
- Experience supporting significant strategic initiatives and developing and implementing successful business plans.
- Proven capacity to connect and liaise with senior administrators across multiple sites, and handling matters of a complex and sensitive nature.
- Ability to work effectively with people of diverse backgrounds, styles, and abilities.
- Excellent use of technology for collaboration, including Google Suite.
- Ability to work independently and collaboratively, set priorities, strong attention to detail, identify contentious issues, exercise good judgment, use discretion, and ensure appropriate action is taken when required.

How to Apply

To express interest in this opportunity please apply online by clicking:

<https://meridiarecruitment.ca/Career/18395>

For more information about this exciting opportunity please contact Mark Gillis, Partner, at mgillis@kbrs.ca or Natalie Lagace, Senior Recruitment Specialist, at nlagace@kbrs.ca. If you require accommodation to participate in the recruitment process, please let Mark know.

Algoma University is strongly committed to fostering diversity and inclusivity within our community and is an equal opportunity employer. The university invites and encourages applications from all qualified candidates from equity-seeking groups, (Indigenous peoples, racialized persons, women, persons with disabilities, and 2SLGBTQQIPA+ persons) who may contribute to further diversification of our Institution. In accordance with the Accessibility for Ontarians with Disabilities Act, 2005, upon request, accommodation will be provided by Algoma University throughout the recruitment, selection and/or assessment process to applicants with disabilities. The successful candidate, as a condition of employment, will be required to provide a Police Vulnerable Sector Check.

Algoma University will provide support in its recruitment processes to applicants with disabilities, including accommodation that takes into account an applicant's accessibility needs. If you require accommodation in order to participate as a candidate in the recruitment process, please contact accommodate@kbrs.ca or Mark Gillis, Partner, at mgillis@kbrs.ca or Natalie Lagace, Recruitment Specialist, at nlagace@kbrs.ca.