

Name:

Title: International Development Manager

Department: Commercial

Reporting to: Group Commercial Director

Grade: 2

Job purpose:

The International Development Manager will be responsible for driving the growth and expansion of our international markets. This role involves developing and implementing strategies to enhance our global presence, building and managing relationships with international partners, and identifying new business opportunities. The successful candidate will work closely with Commercial Directors, the Group CEO, the sales team, the UK Strategic Partnerships Manager, the Product Development team, and the IT department to ensure the successful execution of international projects and initiatives.

Job Responsibilities

1. Work with the Group Commercial Director and the Director of Partnerships and Planning to develop and implement comprehensive international development strategies to achieve business growth and market expansion.
2. Identify and evaluate new business opportunities in international markets.
3. Build and maintain strong relationships and networks with international partners, stakeholders, and clients.
4. Work with the Market Intelligence team to conduct market research and analysis to stay informed about global market trends and opportunities which align with our company vision and mission.
5. Collaborate with the sales team and the UK Strategic Partnerships Manager to ensure the successful execution of international projects and initiatives.
6. Propose and manage international travel budgets, ensuring efficient allocation of resources and cost-effective solutions.
7. Facilitate, and where appropriate lead on, contract negotiations and establish proposed commercial terms and conditions which foster effective partnerships.
8. Work closely with the Product Development team to build understanding of customised international qualification developments and to inform new and innovative approaches to qualification delivery overseas.
9. Collaborate with IT colleagues to determine required digital solutions for international delivery.
10. Monitor and report on the performance of international development activities, providing insights and recommendations for improvement.
11. Ensure compliance with our regulators and with international regulations and standards, working closely with the Compliance and Quality Assurance Team and with the Legal, Risk and Data team to ensure all relevant procedures are followed and risks are assessed and mitigated.
12. Produce reports and presentations and deliver these at meetings and other events as required, whether internal or external.
13. Represent the company at international conferences, trade shows, and other industry events.
14. **Travel extensively whenever required, including frequent international trips with overnight stays, often spanning several days or more than a week at a time.**

Corporate Responsibilities

The following responsibilities apply to all roles:

15. Contribute as required to regulatory compliance and engage with other processes including business continuity, risk management and the internal audit process.
16. Contribute to the improvement of customer service.
17. Understand and be committed to the Ascentis Vision.
18. Work hard and flexibly to achieve your targets and those of the Company and be positive at all times.
19. Actively support a problem-solving culture within your team by seeking to remove any barriers that stand in the way of achieving our targets.
20. Work flexibly to meet the needs of our customers.
21. Implement strategies to achieve continuous improvement in your own performance.
22. Undertake any other responsibilities or tasks that are within your skills and abilities whenever reasonably instructed commensurate to this role.

Success Measures

23. Establish and retain key international accounts.
24. Growth in revenue from international markets.
25. Successful establishment and execution of international collaboration opportunities.
26. Identification, engagement, and utilisation of key international partnerships and networks.
27. Increase in the number of strategic international partnerships formed.
28. Effective management and optimisation of international budgets.
29. Successful implementation of international digital solutions in collaboration with IT colleagues.
30. Positive feedback from international partners and stakeholders.
31. Achievement of international market expansion targets.
32. Effective representation of the company at international conferences and industry events.

Status of this Job Description

The above job description is a guide to the work you may be required to undertake but does not form part of your contract of employment and may change from time to time to reflect changing circumstances.

Accountability

Group Commercial Director, Group CEO

Key Contacts

- Director of Partnerships and Planning
- Leadership Team and Management Team
- Commercial Teams
- Product Development Team
- Compliance and QA Team
- Legal, Risk and Data Team
- IT
- External Contractors
- Key decision makers in education and other suitable settings
- Customers

Key Attributes:

1. Bachelor's degree in international business or a related field, or equivalent professional experience.
2. Proven experience in international business development or a similar role.
3. Strong understanding of global market trends and international business practices.
4. Excellent communication, negotiation, and interpersonal skills.
5. Proven ability to form new business relationships and networks and convert those relationships into commercial opportunities.
6. Ability to work independently and as part of a team.
7. Proficiency in multiple languages is a plus, but not essential.
8. Willingness to travel extensively, including frequent international trips with overnight stays, often spanning several days or more than a week at a time.
9. Strategic thinking and problem-solving skills.
10. Strong project management abilities.
11. Cultural awareness and sensitivity.
12. Ability to build and maintain strong professional relationships.
13. Excellent organisational and time management skills.

Agreed:

Post Holder Date