



UNIVERSITY OF
DERBY

derby.ac.uk

HEAD OF ACADEMIC PARTNERSHIPS

Candidate Information Pack

Welcome

I am delighted that you are considering applying for this role at the University of Derby.

At Derby we have worked to build a powerful regional university that addresses the needs of our students, the region and beyond, and an institution which is embarking on an ambitious period of growth to take the University forward to its future.

Our 2018-2030 Strategic Framework, launched in June 2018, signalled a new chapter for our University, providing staff and stakeholders with clarity over our direction of travel and raising the bar in terms of our institutional ambitions. Embedding high performance in everything we do has seen a step change in the way we operate, one that is generating strong results and outcomes despite the challenges we have faced during the pandemic.

2025 is a key milestone in the lifecycle of the Strategic Framework, so to assure delivery of our strategic plans and ambitions, we have recently made some changes to the University's Senior Leadership Groups. These now comprise a new University Executive Board (UEB), Vice-Chancellor's Executive (VCE) and Delivery and Operations Leadership Group (DOL). In addition, these changes are designed in response to the external environment, the need continuously to reflect and improve on performance, and our commitment to ensuring high standards of integrity, transparency and governance.

As a result, our new Head of Academic Partnerships, will be joining us at a time of real momentum and positive change, where we look to build on our teaching excellence, enhance the student experience, continue to grow our innovation and research profile, and ensure Derby has impact and influence regionally, nationally and internationally.

Furthermore, the civic role we play, and the importance of the University as an anchor institution, remains stronger than ever, with our commitment to working in partnership to improve the health, education and wellbeing of our city and county being reaffirmed through the development of a Civic University Agreement.

We are an ambitious university, on an upwards trajectory, and therefore need a Head of Academic Partnerships, with the knowledge, experience and leadership qualities to drive forward a high performing team, one that puts our students, and the experience they have at Derby, at the heart of everything it does.

Thank you for your interest and time.

Professor Keith McLay
Provost, Learning and Teaching



The University

Located in the heart of England, we build on our region's heritage of innovation to provide industry-relevant, expert teaching at all levels.

The University of Derby is a modern, innovative education provider that achieved its University status in 1992. Teaching at the Derby site actually dates back to 1851, when it was a Diocesan Institution for training teachers, so we have over 160 years of expertise in education.

We have since become a University of first choice for students who want a supportive, aspirational environment where they can equip themselves for the career they choose. Our significant investment in world class facilities is building on our reputation for student-focused real-world learning in an increasingly competitive sector.

We want everyone to receive the high-quality education they deserve, regardless of age, background or location. We were named University of the Year at the UK Social Mobility Awards

2020 and Higher Education Institution of the Year at the 2020 NEON (National Education Opportunities Network) Awards. And we have won the Guardian University Award 2020 for Social and Community Impact.

During the last ten years we have invested over £200 million in facilities designed to give students the very best possible learning environment. We have more investment planned and continue to develop teaching to be innovative, stimulating and engaging.

Recent investments include:

- £12 million STEM Centre including facilities for mechanical testing, robotics and an anechoic chamber
- State-of-the-art £10.8 million Sports Centre
- Immersive Interactive Simulation Suite, the only one of its kind in a University outside London
- Forensic Training Facility with a dedicated crime scene house
- Fashion industry facility at Chandos Pole Street
- Industry-standard Bloomberg Financial Markets Lab



National Education Opportunities Network (NEON) Awards 2020



UK Social Mobility Awards 2020



Postgraduate Taught Experience Survey 2020



for Social and Community Impact



None of our waste is sent to landfill. If it can't be recycled it's turned into energy



Accredited Fairtrade University

The City

Derby's location makes it a great place for business, offering promising job prospects for our graduates.

Global names such as Rolls-Royce, Toyota and Bombardier are well-established in the city, while new enterprises thrive here too.

It's a friendly and affordable place to live, offering a wealth of amenities in a compact space. Traditional shops and cobbled streets in the historic Cathedral Quarter are complemented by the high street names and leisure facilities of a large indoor shopping centre.

For sport enthusiasts the city offers a Championship football team, county cricket, rugby, and a velodrome among others.

Derby has a wealth of parks and green spaces, ideal for relaxing with family and friends; and close by is the beautiful Peak District National Park with its stunning scenery, historic houses and range of activities for all tastes.



Our Future

Our Strategic Framework provides the foundations and direction on which to plan, perform and succeed in a changing and globally dynamic environment between now and 2030. Developed in consultation with staff, students and stakeholders, the Framework has a simple promise at its heart: everything the University does is driven by delivering excellence and opportunities for our students, staff and region.

The Framework is designed to allow us to be flexible and adaptable to the changing environment in which we operate. Producing a long-term strategy during a period of unprecedented change, not only in the sector but politically, socially and economically, creates a challenge but many opportunities. The University is ambitious for our students, staff and region knowing what is right for students today may not be for tomorrow and getting this right is most important for our future success.

The Framework is supported by three 'pillars':

Game Changers

- Students will set their aspirations high, think beyond the obvious and have the ingenuity, curiosity and enterprise to succeed
- Industry-relevant and research-informed curriculum
- High-quality learning environment
- Modern learning methods
- Range of opportunities

Positive Impact

- Research, knowledge creation and innovation are focused on making a practical, positive difference to people's lives close to home and around the world
- Raising aspirations / developing skills across the region
- Positioning Derby on the global stage
- Driving the economic, social, cultural, educational and environmental prosperity of their home

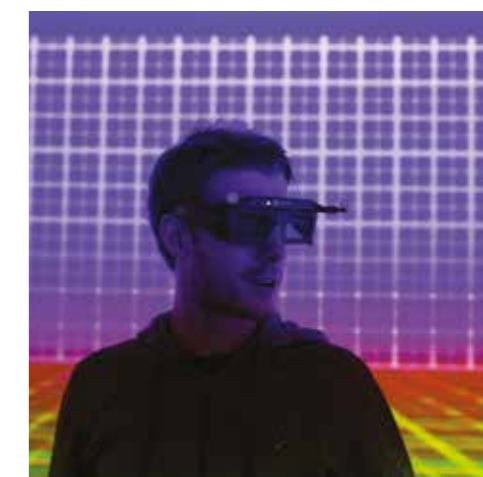
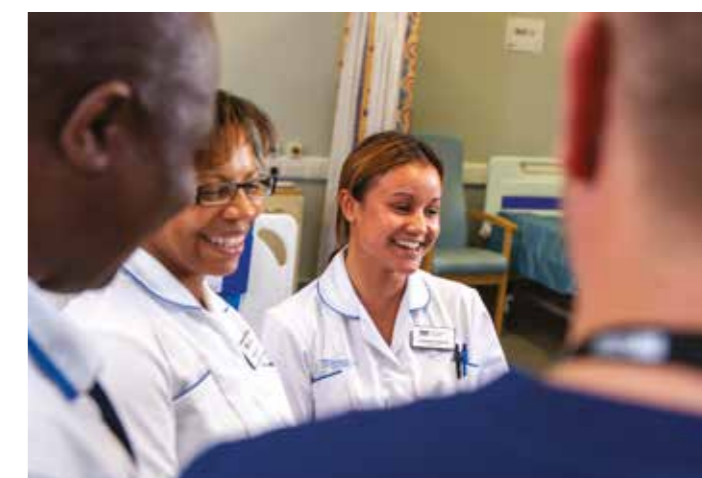
Opening Doors

- A champion of social mobility, firmly believing in the transformational nature of education
- Creating opportunities for all across the region
- Something on offer for whatever stage of life or career
- Pioneer for online, blended and virtual learning
- Global outlook

We have a long-standing reputation for teaching excellence of which we are extremely proud and now is the time to build further on this, through more focused and integrated applied research.

Opportunities are a core element of our academic approach – not only in terms of delivering these, but through a culture of curiosity and drive instilled in students and staff to seek and create their own. We are proud to be the only University in the city and county as this enriches connectivity within the region, but as importantly, we relish the civic responsibilities this brings.

This is an ambitious University with purpose, positivity and confidence in what we are going to accomplish over the next ten years.



Our People Vision

At Derby, our People Vision is based on the simple belief that if we attract the right people, motivate them and provide development in a supportive, friendly performance-focused environment, then together we will enjoy continuing success. We believe that this is the ultimate people business and we place great emphasis upon engaging with colleagues and stakeholders.

This will be achieved by putting the University's values at the heart of everything we do and by being a 'values-led' organisation. This means that, in striving to realise our strategic ambitions, we place as much value on how we do things as on what we do.

Our values form the bedrock of our approach:

- Value People
- Bold
- Future Focused
- Brilliance

The University wants all students, staff and stakeholders to be delighted by their experience, proud of their achievements and become active promoters of the University. Continuing to do this has given us a clear and positive signature and a definite edge in the new HE marketplace. Moreover, we are committed to providing all staff with excellent career and personal development opportunities, together with a total rewards philosophy based on providing competitive, affordable, flexible packages that recognise performance.

For more information on the Corporate Plan and Values please see:
derby.ac.uk/about/strategic-framework



Head of Academic Partnerships

Learning and Teaching

The Head of Academic Partnerships is a newly established role within the University of Derby's reconfigured Delivery and Operations Group reporting to the Associate Provost (Learning & Teaching). The successful candidate will join the University at a transformational time for learning and teaching, and will play a leading role in the development of our strategy and underpinning policies relating to learning and teaching.

The role will lead development of the Academic Partnerships Portfolio through the creation of an Academic Partnerships Office, informing the partnerships portfolio through leadership and management, identifying business opportunities to ensure sustainability and deliver a high quality-customer service for external academic partnerships both in the UK and abroad.

The Head of Academic Partnerships will work in close collaboration with senior colleagues in a cross-institutional role to lead on delivering an outstanding operational partnerships service as informed by the Provost (Learning & Teaching) portfolio. The Head of Academic Partnerships will ensure that all arrangements for the development, support and oversight of all related programmes delivered by partners are fit for purpose and leverage advantage for both the University and partner, whilst simultaneously delivering an excellent student experience.

This is an exciting opportunity for an experienced and influential individual with comprehensive understanding and data-driven insight into sector developments and an innovative approach to enhancing student experience generally but also specifically within partnership provision to make a significant contribution to an ambitious University.



Job and Person Specification

Role Summary

To contribute to the overall success of the University by shaping and informing the academic partnerships portfolio through leadership and management of a newly created Academic Partnerships Office (APO).

The post holder will work closely with senior colleagues within the Registry, Quality, International and Admissions and alongside academic colleagues within the Colleges to lead and support on outstanding operational activity to deliver against the University's strategic framework.

The post holder will be responsible for academic partnership management, identifying business opportunities to ensure sustainability and deliver a high-quality customer service for external academic partnerships both in the UK and abroad. They will be required to ensure that arrangements for the development, support and oversight of all related programmes delivered by partners are fit for purpose and leveraging advantage for both the University and partner, whilst simultaneously delivering an excellent student experience.

Principal Accountabilities

1. Provide inspirational leadership and management of the Academic Partnerships Office, ensuring strategic responsibility for:-
 - a. The delivery of academic partnerships' targets and plans;
 - b. The day-to-day management of the University's global network of partner provision, including activities to engage and bring partners together (such as conferences);
 - c. Effective communication between the University and its network of UK and overseas partners, including consultative engagement regarding relevant changes to University regulations and operational delivery systems and processes;
 - d. Ensuring that all partnership agreements with academic institutions are maintained, reviewed and updated in a timely fashion, whilst remaining compliant with both the University and external regulatory requirements;
 - e. Identifying risks to academic partnerships portfolio, provide expertise and recommend solutions to internal/external issues to ensure high quality account management and experience of existing academic partners, including development and maintaining of risk registers, development and delivery of any follow-up action plans;
 - f. Designing, implementing and monitoring robust feedback mechanisms so that student feedback and comments made in annual monitoring and evaluation are considered and appropriately acted upon to enhance all partnerships.
2. Develop, implement and align the Academic Partnership Strategy and Framework for UK and overseas collaborative partnerships in line with the University's Strategic Framework and ensuring that all partnership activity:-
 - a. Is aligned to the University's Institutional Success Measures (ISMs) and Academic Themes;
 - b. Is able to provide measurable outputs through TEF, REF and KEF;
3. Ensures outstanding opportunities and experiences for our students, including supporting our Internationalisation agenda;
4. Enhances the University's applied research and innovation activities;
5. Delivers positive regional impact as outlined in the Civic University Agreement.
6. Develop strategic goals into operational targets and be responsible for identifying and growing academic partners against this strategy.
7. Work with colleagues within key support areas (the Registry, Admissions and International) to ensure appropriate and governed operational delivery support.
8. Ensure the principles of the Academic Partnerships Framework are followed across the University while also providing for its timely revision and update.
9. To work with the Centre for Quality Assurance to ensure that all academic partners (prospective and current) adhere to the University's Academic Quality standards and all relevant QAA and Office for Students' regulations.
7. Work in close liaison with the Head of Quality to ensure partner compliance with quality codes of practice, agreed targets and University ISMs.
8. In collaboration with the Director of Marketing and Communications and other relevant colleagues:-
 - a. To analyse market data and trends to identify target areas for new market opportunities and potential partnership development.
 - b. To lead searches for new high quality partners and to nurture potential new academic partners in the UK and overseas, working creatively with all stakeholders;
 - c. To advise such potential partners on the University's processes and offer.
4. To ensure effective external networks are in place with influential bodies, including government agencies, ministries and appropriate international organisations.
5. Work closely with Colleges to develop commercial approaches to all forms academic partnership arrangements and ensure they are aligned and specifically delivering requirements set out in College plans.

6. To work with colleagues in Marketing and Communications to understand and develop links with recruitment activities in the UK and internationally both to courses in the UK and with our overseas partner institutions.
7. To lead on new developments with both new and existing partners, preparing and seeking support for business cases and progressing proposals through the University's approval processes, including:-
 - a. Ensuring any proposed partnership aligns to the strategy and Academic Partnerships Framework;
 - b. Ensuring that the business plans and associated costing

- c. Ensuring that the structure(s) and resource(s) are in place to support the proposed new partnership, including appropriate support mechanisms available within the Registry and Quality teams;
- d. Ensuring that appropriate targets/KPIs for the partnership arrangement are agreed;
- e. Ensuring risk analysis and due diligence processes for the approval of all new partners and to negotiate the terms of the partnership, in line with the framework.

Person Specification - Essential Criteria

Qualifications

- PhD/Professional Doctorate or equivalent expertise / standing in professional practice, particularly focused on major influences on academic policy, quality assurance and the application of partnership strategy against learning and teaching pedagogical approaches.
- Evidence of relevant continuous professional development and active memberships or affiliations with relevant external associations or networks.

Experience

- Excellent knowledge and understanding of the higher education environment, nationally and internationally
- An excellent record of successful leadership and management within higher education.
- Strong track record of effective engagement and influence with a wide range of stakeholders within UK and overseas.
- Understanding of UK Higher Education Quality Assurance processes, finance, registry and relevant functions in regard to transnational education portfolio delivery.
- Experience of legal, business, and financial arrangements for collaborative provision, including relevant budget management.
- Demonstrable success in delivering measurable advancement of excellence in learning, teaching and student experience.

Skills, knowledge & abilities

- An ability to build effective relationships and to engender trust with a variety of stakeholders including colleagues, students, collaborative partners, and external representatives in the UK and overseas.
- An ability to lead through influence and persuasion.
- An open and collaborative nature, to establish quickly good relationships with people.
- Proven highly developed interpersonal and diplomacy skills with an ability to negotiate win-win outcomes with key partners.

- Excellent networking and influencing skills, with the credibility to engage with and influence senior academic staff and other diverse range of internal and external stakeholders.
- In depth knowledge of the regulatory environment and professional body needs.
- Proven people leadership and management skills with the ability to build, inspire, motivate and develop diverse teams to achieve high performance.
- The ability to negotiate, positively influence and build working (and learning) partnerships that effect change and result in effective, inclusive, collaborative and developmentally focussed relationships relevant to HE.
- A clear understanding of higher education sector and the role played by academic partnerships to deliver university strategic vision.
- Proven high level ability to be creative, innovative and incisive, ensuring an efficient approach to working practices.
- High level analytical skills: the ability to interpret an evidence base and make management decisions based on that evidence.
- Excellent interpersonal and communication skills, including written and oral communication, and cross-cultural skills to work with audiences outside the UK.
- Strong business development and account management skills with experience of delivering targets through external academic partnership building.
- Ability to evaluate and implement complex policies and procedures including the ability to balance the competing priorities of different stakeholders to ensure business objectives can be met within regulatory parameters.
- Ability to analyse and critically evaluate information and situations to find innovative solutions to potential and real problems.
- An understanding of accreditation of professional courses.

Business requirements

- Highly flexible and able to travel on a national and international basis when required.

Benefits

As well as competitive pay scales, we offer generous holiday entitlement. We also offer opportunities for further salary progression based on performance, and the opportunity to join a contributory pension scheme.

The University of Derby is committed to promoting equality, diversity and inclusion. However you identify, we actively celebrate the knowledge, experience and talents each person brings.

For more information on the benefits of working at the University of Derby go to the **Benefit pages of our website**.



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