

Director of Academic Partnerships



At Regent's University London, we promise our students a premium, transformative education, rich in global connections.

Our purpose is to cultivate globally minded graduates that bring purpose and passion to people and planet.

Set in 11 acres of private gardens within Regent's Park, we're in the heart of one of the world's greatest cities – brimming with opportunity and inspiration.

Job description

Position details

Job title:

Director of Academic Partnerships

Grade:

K

Department:

Customer & Commercial

Line Manager Job Title:

Chief Commercial Officer

Job purpose

The Director of Academic Partnerships plays a pivotal role in shaping Regent's global academic footprint. As a senior leader within the Customer & Commercial team, the Director of Academic Partnerships will drive the development of strategic, high-impact collaborations with like-minded institutions worldwide.

The Director of Academic Partnerships will champion a partnership strategy that enhances brand visibility, unlocks new revenue opportunities, and broadens access to a Regent's education for learners across the globe.

This is a dynamic, outward-facing role requiring vision, diplomacy, and a passion for international engagement.

The Regent's Way is a set of principles that guide our work and celebrate our unique offering – our strengths, our challenges and our commitment to continuous improvement.



We strive for excellence
 We don't fear failure; we learn from it
 We challenge ourselves



We're better together
 We create synergy when we collaborate
 We celebrate our successes



About people, cultures, ideas
 We're inclusive and welcoming of new perspectives
 We encourage learning and growth

Main responsibilities

1 Lead global partnership development

Drive strategic business development to identify, negotiate, and secure new academic collaborations – at home and abroad. Manage and grow existing partnerships to maximise mutual value and long-term impact.

2 Bring a commercial approach to partnership development

As a senior leader within the Customer & Commercial team, promote a customer-centric, commercially astute, and collaborative ethos in the development and delivery of academic partnerships.

3 Provide sector expertise and market insight

Leverage deep knowledge of the Higher Education landscape to gather market intelligence, monitor competitor activity, and craft compelling partnership propositions that position Regent's distinctively in the global marketplace.

4 Ensure operational excellence as well as academic quality and compliance

Oversee partner onboarding and ensure that all collaborative awards meet UK and international standards for quality assurance, regulatory compliance, and academic integrity.

5 Represent Regent's on the global stage

Act as an ambassador at international conferences and events, promote the university's value proposition, identify emerging trends, and maintain competitive awareness.

6 Drive strategic outcomes and financial performance

Set and monitor KPIs, manage budgets and pricing frameworks, and adapt plans to achieve both educational and commercial objectives.

7 Lead and develop the Academic Partnerships team

Recruit, coach, and inspire a high-performing team focused on partnership development, relationship management, and seamless operational delivery.

8 Ensure cross-functional relationship building

Work closely with the Schools and Professional Services to initiate, develop, and sustain relationships with new and existing academic partners.

9 Champion values and wellbeing

Embed Regent's commitment to student experience, equality, wellbeing, and responsible governance across all activities.

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| 10 | As part of a rota, act as a Major Incident Manager taking responsibility for immediate action, leadership and communication in an out of hours emergency situation. Ensure Business Continuity plans in this area are current. |
| 11 | Actively demonstrate commitment to, and promote good practice for, the health, safety and wellbeing of students, staff, and guests across the University in line with relevant policies. |
| 12 | Actively seek to implement the University's Equal Opportunities Policy and promote equality of opportunity in relation to the duties of the post. |
| 13 | To undertake any other duties that may reasonably be requested appropriate to the grade and responsibilities of the post. |

Person specification

1. Position details

Job title: Director of Academic Partnerships
Grade: K
Department: Customer & Commercial
Line manager job title: Chief Commercial Officer

2. Person requirements

Job requirements	Assessment criteria	
	(e)ssential	(d)esirable
Qualifications & training		
Relevant professional experience or degree equivalent	E	
Experience		
Proven success in developing, negotiating, and managing collaborative, academic partnerships.	E	
Strong track record of business development and relationship management with universities, agencies, and government bodies in the UK and abroad.	E	
Experience leading cross-functional teams, setting strategy, and delivering results against targets.	E	
Solid background in financial management, including budgets, pricing, and return on investment.	E	
Expertise in higher education partnership models, regulations, and quality assurance frameworks.	E	
Demonstrated ability to translate strategy into effective operational plans and deliver them successfully.	E	
Experience working internationally with diverse stakeholders and managing risk in a global context.	E	
Knowledge of sector trends, policy developments, and competitor activity within Higher Education.	E	
Knowledge, skills & competencies		
Strong commercial acumen with deep knowledge of the global Higher Education market.	E	
Expertise in UK and international HE policy, partnership models, and regulatory frameworks.	E	
Skilled in market analysis, competitor scanning, and developing compelling value propositions.	E	
Excellent leadership, organisational, and project management skills.	E	
Strong communication and relationship-building abilities with stakeholders at all levels.	E	
Able to manage multiple priorities, work under pressure, and deliver to tight deadlines.	E	
Strong analytical and problem-solving skills, with the ability to distil complex issues into clear options and recommendations.	E	
High personal initiative, accountability, and attention to detail, with a collaborative, customer-focused mindset.	E	

General attributes & personal qualities		
Strategic and entrepreneurial mindset with a passion for building long-term partnerships.	E	
Strong interpersonal skills, able to engage and influence stakeholders from diverse backgrounds.	E	
Confident decision-maker with sound judgement and the ability to remain calm under pressure.	E	
Adaptable and resilient, able to manage competing priorities and shifting demands effectively.	E	
Collaborative, proactive, and solutions-focused with a “can-do” attitude.	E	
Committed to delivering high-quality outcomes, with strong attention to detail and high standards.	E	
Demonstrates integrity, accountability, and alignment with the University’s values	E	
Other / special requirements		
Occasional requirement to attend events in the evening and at weekends and travel overseas.	E	
