

Post Title: Director of Business Development

Responsible to: Vice Principal, Skills and Enterprise

Education and Professional Qualifications

Essential:

- SCQF Level 9 qualification within a subject area relevant to the role.
- Evidence of continuous professional development.

Knowledge

Essential:

Demonstrable knowledge and understanding of:

- Scottish Government policy and strategy relating to colleges, skills, economic development and innovation.
- Regional economic strategies, productivity challenges and labour market priorities relevant to Scotland and Ayrshire.
- Employer workforce development, apprenticeships, innovation ecosystems and business support.
- Current and emerging funding sources including commercial, public and partnership-based models.
- Brand, marketing and stakeholder engagement approaches that support strategic influence and income generation.
- Curriculum developments in college education.

Skills and Competencies

Essential:

- Strong strategic leadership, change management, organisational, financial, analytical and partnership-building skills.
- Ability to design and lead innovative, sustainable and externally focused strategies.

- Ability to position the College as a strategic partner in productivity, innovation and skills.
- Ability to lead multidisciplinary teams and inspire high performance.
- Strong commercial acumen and entrepreneurial capability.
- Ability to influence policy, strategy and partnership agendas at local, regional and national level.

Professional Experience

Essential:

- Comprehensive experience in the leadership and management of teams at a senior level ideally in an educational context.
- Experience of leading transformation and delivering sustainable high performance in an enterprise, innovation, business development or skills environment.
- Experience of working strategically with employers, economic agencies, local authorities, commercial clients and funding bodies.
- Experience of income generation, commercial development and/or externally funded programmes.
- Experience of developing innovative solutions for businesses, workforce development and productivity improvement.
- Experience of partnership development and stakeholder influence at senior level.
- Experience of leading services that connect skills, innovation and economic development.
- Experience of influencing a wide range of strategic partners, preferably within an education context, at a local, regional and national level.