



Digital  
Learning  
Institute

# Digital Learning Institute Head of Partnerships

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Date: Jan 2023

# Head of Partnerships

## The Opportunity

Both our revenue AND team are growing rapidly to meet the demand for our product internationally!

We are looking for a driven person who wants to have ownership over the development of strategic partnerships to join our fast-growing team, as we capitalise on our unique position in the market and continue to grow.

An exciting opportunity with superb long term career prospects for an ambitious and innovative business development professional. DLI is a fast growing, international provider of unique digital learning qualification and this is a rare chance for someone looking to fast track their career in with an International scaling company.

The Digital Learning Institute will offer you a key role in a stimulating, fast paced and challenging environment. You will be joining an organisation who is passionate about helping our learners advance their skills and one that continuously engages in the most relevant trends.

## The Objectives of the role

- Take ownership and drive the growth of partnership offer and team in DLI.
- Develop a strategic plan and value proposition for the development of partnerships across a number of market segments including Further Education, Higher Education and edtech.
- Engage in business development activity to source and secure partnership across a number of market segments international .
- Manage the set up and ongoing development of partnership to maximise return for DLI.
- Grow and manage the partnership team within DLI.
- Work closely with the B2B, B2C and marketing team to ensure we are maximising all business development opportunities.

## What Can We Offer You?

- Competitive salary and bonus structure
- Opportunity to access shares in the company
- Education and health allowance
- An energetic and ambitious team
- Joining a rapidly growing organisation with several years of huge revenue growth
- A stimulating role that will challenge you to grow and develop your skills to become a high-performing, high-earning digital learning professional
- Flexible working arrangement
- Formal training and ongoing CPD
- A supportive, positive work environment

## Who are we?

We are a team of digital learning specialists with a passion for helping learning professionals reach their potential in digital learning design. Our mission is to bridge the global skills gap in digital learning design and to provide a career pathway for digital learning designers. Our goal at the Digital Learning Institute is to offer a world-class education to help learning professionals, trainers, instructors and educators reach their potential as digital learning designers.

Founded in 2018, we are a fast-growing Irish start up with ambitious plans to grow rapidly internationally over the next 5 years with revenue in excess of €10 million. We're looking for ambitious people to help us achieve our next stage of growth. The Digital Learning Institute offers university credit-rated courses in Digital Learning Design and Instructional Design to help the global learning community reach their full potential in digital learning.

**Our vision is to be the global leader in digital learning education and certification.**

## Summary of Responsibilities

As Head of Partnerships, you will be responsible for the following:

- Setting up a partnership strategy for the business in conjunction with the executive team.
- Developing a sales and marketing plan for securing new partnership across multiple segments including FET, Corporate, HET and Edtech.
- Engage in business development activity to source and secure new partnership opportunities
- Negotiate with partners on the terms of the agreement and contract
- Support the set of the partnership to ensure they are equipped to deliver on the agreement.
- Manage the day-to-day relationships with the partners to maximise success.
- Set up and lead the partnership team within the business.

## Experience

- 5 years' experience in business development roles with a preference in previous experience in partnership management.
- Experience in the education and/or edtech sector
- Product and commercial leader that can create and execute a vision
- Flexibility, innovation, initiative and a growth mind-set
- Ambitious self-starter with a positive attitude and ability to work independently to achieve deadlines
- Strategic thinking paired with practical implementation skills
- Comfortable working in a startup environment and enjoys the opportunity of scaling a brand
- Effective multi-tasker, with the ability to work well under pressure
- Strong people skills and collaborative approach to working within a global team across a growing company
- Proven experience of developing and implementing fit for purpose partnership strategies and solutions to meet organisational needs

- Proven experience of working collaboratively with marketing teams to ensure excellence in market product campaigns
- Excellent planning and organisational skills with a proven ability to carry out different tasks simultaneously and prioritise time and resources accordingly.
- Creative, innovative and analytical skills with an ability to think laterally in order to quickly identify new opportunities

To apply for this role, please email your CV to [john@digitallearninginstitute.com](mailto:john@digitallearninginstitute.com)

**We are looking forward to hearing from you!**

**Digital Learning Institute**

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