

Executive Director

The Ivey Academy

London, ON

The Ivey Academy, the executive education arm of the Ivey Business School, is a global leader in advanced management education and professional development. A pillar of the Ivey Business School, The Ivey Academy is future-oriented, pragmatic and practice-based. Developing and delivering world-class executive education programs in a B2B and B2C format, the Ivey Academy is committed to advancing the Ivey Business School brand, and its faculty in the market.

Position Summary:

Reporting to the Dean of the Ivey Business School and managing \$10 - \$15 million of annual revenues, the Executive Director strategically guides and leads The Ivey Academy's lines of business: talent assessment & strategy, executive education, simulations, and executive coaching. The Executive Director is a strategic senior leader who oversees all functions of the Ivey Academy including: developing and maintaining client, faculty and alumni relationships; business development; marketing and communications; program development; program delivery; space/events management; and human resources and financial management.

If you are excited about the opportunity to work for Canada's most prestigious business school, working alongside the brightest staff, students and globally recognized faculty, then this is the place for you!

Who you are:

As the ideal candidate, you have a record of entrepreneurial success and innovative leadership in senior executive roles with experience aligning an organization, implementing strategy, and leading change. Having overseen the full P&L of a small to medium size client service business, you are skilled at developing operational capacity, ensuring performance towards well-defined objectives, and building relationships with clients, staff, faculty and other stakeholders.

You have a track record of integrating principles of equity, diversity and inclusion (EDI) into leadership programs and a passion for creating more opportunities for leadership within marginalized and equity-deserving communities. Known for your ability to deliver tangible results, you are open, transparent and honest with an ability to build and maintain relationships widely. You are collaborative, decisive, and customer-focused with a commitment to EDI. Your experience in higher education, alumni relations, and executive training are highly desirable as is your experience developing and delivering client solutions, driving revenue and realizing market growth.

What you'll do:

You will have day to day responsibility for all aspects of The Ivey Academy, supported by Ivey's financial resources, human resources, marketing and technology teams. Specifically, you will:

- Support and enhance a targeted sales process to deliver on financial metrics
- Build strong ongoing relationships with current and potential clients to ensure continuous future growth.
- Provide accessible and inspiring leadership to The Ivey Academy team and create a team-based and collaborative culture.
- Partnering with Faculty Directors in The Ivey Academy, you will engage faculty in the design of customized client programs and enlist faculty to participate in The Ivey Academy, sourcing experts outside of Ivey where required to serve client needs.
- Ensure that The Ivey Academy brand is enhanced and extended nationally and internationally by introducing innovative programs and marketing efforts.
- Build collaborative working relationships with other program directors, faculty, central services directors and staff.
- Create and model The Ivey Academy as an innovative and entrepreneurial culture.
- Partnering with faculty, you will develop and promote thought leadership in emerging business areas and build Ivey's reputation for creating cutting-edge and highly relevant intellectual capital.
- Assess, manage and define the customer journey, including the staff that are directly responsible for delivery of the experience.
- Participate in the development of a strategy for the overall business school including specific details for growth for Life Long Learning and the Academy including: what markets to participate in, modes of delivery, and critical integration points and synergies between The Ivey Academy and the rest of the Ivey Business School.

What you have:

Required Education and Experience:

- Masters degree. MBA preferred.
- Ability and willingness to travel significantly. Much of the role will be in the London-Toronto corridor, but may extend to clients across Canada and internationally.
- Proven track record of securing new business, specifically having initiated, developed, negotiated, and closed the sale of high-level professional services.
- Consultative sales experience: demonstrated track record of success in developing new business within the context of an executive education program in an entrepreneurial and academic environment.

- Strong record of accomplishment in leading a client service business; experience with development and delivery of client solutions also an asset.
- Experience working in businesses where the primary assets are human and intellectual capital while selling highly priced, intangible, or conceptual products to institutional clients.
- Experience leading and developing strategies to support innovation and leadership within the market, understanding how to assess market dynamics and opportunities, select and support chosen opportunities and match with capabilities needed to deliver.
- Experience building relationships with customers and managing the customer journey to facilitate the capture of repeat business opportunities.
- Demonstrated understanding of business and academia, including experience that provides insight into the academic culture and faculty incentives.
- Reputation as an inclusive people leader who inspires by example to keep the team motivated and client focused and invests in the development of their team, rallying staff to higher performance levels.

Skills and Abilities:

- Ability to cultivate lasting relationships with senior private and public sector executives, accomplished academics, and staff. Ability to get things done through influence in an environment characterized by long-term business development cycles, varying degrees of urgency and engagement, and a high degree of autonomy.
- Proven, consultative relationship-building skills, which will enable them to quickly establish rapport and credibility with both CEO and division-head level within Ivey's current and targeted client base and with faculty.
- Ability to accurately represent risks and benefits of focused initiatives to internal constituencies, gaining buy-in, and then successfully operationalizing those initiatives.
- Ability to engage faculty to participate in delivering client solutions; respect the academic mission and cultivate a spirit of collaboration with faculty in order to best meet the needs of clients and potential clients.
- Trusted advisor who is dedicated to solving client needs with quality programs.
- Excellent communications skills, written and oral.

Work Location: London, ON

Position Type: This is a full-time 3-year renewable contract with full benefits (health, dental, RRSP, EAP, life insurance, paid vacation etc).

Salary Range: \$164,900-\$274,900 plus incentive opportunities

Language of work: English

Business Address: Ivey Business School Foundation, 1255 Western Rd, London, ON N6G 0N1

Interested?

To apply for this exciting opportunity with The Ivey Academy, please visit: boyden.thriveapp.ly/job/1121. For more information, please contact Kathy Rahme (krahme@boyden.com) and Mike Young (myoung@boyden.com).

Ivey Business School invites applications from all qualified individuals. Ivey is committed to employment equity and diversity in the workplace, and welcomes applications from women, members of racialized groups/visible minorities, Indigenous persons, persons with disabilities, persons of any sexual orientation, and persons of any gender identity or gender expression.

Accommodations are available for applicants with disabilities throughout the recruitment process. If you require accommodation for interviews or other meetings, please contact Kathy Rahme at krahme@boyden.com.

In accordance with Canadian immigration requirements, all qualified candidates are encouraged to apply, however Canadians and permanent residents will be given priority.