



## **Executive Director, Business Development and Strategic Support**

*Discover an extraordinary career opportunity for a highly strategic and skilled business expert who will rise to the challenge of energizing the College's domestic and transnational revenue streams, delivering exceptional strategic planning and making game-changing decisions that support Fanshawe College's mission statement to "provide pathways to success, an exceptional learning experience and a global outlook to meet student and employer needs".*

### **About Fanshawe College**

**Fanshawe** is a comprehensive college serving the greater London region by providing flexible learning arrangements and experiential education opportunities developed in response to labour market needs. One of Ontario's largest colleges with four campuses in London, Simcoe, St. Thomas and Woodstock, Fanshawe serves close to half a million people with a promise to educate, engage, empower, and excite. We offer more than 200 degrees, diplomas, certificates and apprenticeship programs to 43,000 students each year, helping people unlock their potential and achieve success in a variety of disciplines including applied arts, business, health care, human services, hospitality and technology.

### **About the Role**

Fanshawe College is seeking an Executive Director, Business Development and Strategic Support, who, reporting to the Vice President, Corporate Strategy and Business Development, will provide leadership within the College for growing and sustaining alternative revenue generated from the domestic and transnational business activities of the College and its subsidiary corporations. You will play an integral role as a primary support to College leaders and the Board of Governors in all areas related to enterprise strategic planning and execution as well as associated monitoring and measurement. You will also oversee a wide variety of College business activities including corporate training services, government reporting, strategic enterprise solutions, and institutional research.

You will leverage your considerable business development expertise as you lead the development and implementation of a subsidiary's governance model for the College to streamline structures and processes, maximize net revenue and manage risk. Acting as Chief Executive Officer over a College Subsidiaries Governance Framework, you will lead prospecting, analysis, due diligence review, pricing, negotiation and Board briefings and approvals as you spearhead all aspects of the College's Global Strategy as it applies to business development.

Relying on your extensive strategic planning skills, you will participate in the provision of leadership and strategic planning affecting the effectiveness and fiscal viability of the College. Partnering with other internal leaders to develop and respond on key Government/Ministry initiatives, you will provide insightful support to College leaders to revise and improve the College's Strategic Framework, support all academic areas to ensure their departmental plans align with this Framework, and oversee the data collection, analysis and reporting processes for strategic dashboards.

This important role will also see you leading the development, implementation and improvement to the College's enterprise risk and opportunity assessment regime, overseeing the business process review of enterprise processes requiring remediation, and providing project management support to enterprise projects of the College. You will oversee the business development and strategic support division budget.

### **About the Candidate**

With a minimum of a master's degree, preferably in business or administration, and eleven years of related, progressive work experience, you bring enhanced senior leadership skills, experience and expertise to this role. Your success will be supported by a successful track record of business development (domestic and international) experience as well as keen business analysis skills,

government relations expertise and astute policy analysis and development skills. An excellent communicator, you have outstanding human resources, conflict resolution, team-building and change management skills.

To apply to this senior administrative leadership position in a dynamic college, submit your application to **Phelps** by clicking here: <https://bit.ly/3GZ9Z33>.

Application deadline: **February 20, 2023.**

*Only qualified individuals will be contacted. Your application may be retained to fill future vacancies. LSB is an equal opportunity employer. Please let us know if you require any accommodations during the hiring process. Preference will be given to applicants who identify as Inuk or are beneficiaries of the Nunavut Land Claims Agreement.*



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