



Job Advertisement: Director of International Relations

Institution: IESEG School of Management Paris - Lille; Lille Catholic University

Posted: July 28, 2011

Location: Paris and Lille

Employment Level: Administrative

Website: <http://www.iesege.fr>

Application Deadline: October 1, 2011

Category: Directors / Management

Employment Status: Full-time

Salary: Competitive

IESEG School of Management Paris – Lille seeks to fill as soon as possible (but no later than December 2011) the full time position for the **Director of International Relations** to lead its International Relations Department at both campuses in **Lille and Paris, France**.

IESEG School of Management is ranked one of the top 10 B-Schools in France with a campus in Paris and in Lille. The school is a member institution of the best private university in France, the Lille Catholic University. IESEG School of Management is also a French Grandes Ecoles, fulfilling the highest standards in Business Education and Research. IESEG has over 2700 students on both campuses (undergraduate, post-graduate, and EMBA), the post-graduate degrees are entirely taught in English and the Bachelor is being offered a bilingual track (French/English) or fully in English. IESEG is a truly international institution with over 500 international students and a highly internationalized faculty (80 % of the fulltime faculty is non-French). IESEG has established itself as an innovative, bilingual European business school with an

international vision and a commitment to quality education and research on the highest level.

Responsibilities for the Director of International Relations

- **Strategic transformation of IESEG's international network based on clear definition of goals and review of existing partnerships.** Expanded network to 155 top global business and management institutions, and developed key strategic alliances with major international business schools, universities and higher education networks
- **Development and management of key international activities** such as short-term degree and non-degree programs; conferences; faculty, student, research, and administrative staff exchange; joint, double, and multi-institution degrees; international summer academy, etc.
- **Development and management of international marketing, communications, recruitment, and outreach efforts,** including implementation and oversight of two liaison offices overseas
- **Management of 12 staff members and seven-figure annual budget,** oversight of all IR related budgets
- **Development of internationalization strategy in conjunction with departments and academic units across the institution,** including definition of short, mid- and long-term goals, implementation, and monitoring
- **Involved in all key strategic decisions** as member of the IESEG Board of Directors. Develop and define strategy and advise General Director and Management

Profile

Knowledge of the business school sector in general and internationalization in higher education in particular is essential. The ideal candidate is a flexible, highly motivated, enthusiastic team player, has excellent networking skills and has ideally his/her own professional network among business school and university colleagues. Excellent organizational and people skills are crucial for the position and the management of a team of 12 staff members. The position is based in France and can be conducted either from Paris or Lille. The Position requires the availability to travel frequently nationally and internationally. The ideal candidate should be stress resistant and capable of dealing

with multiple tasks at the same time. To qualify, the successful candidate must have a Master's Degree in the field of business or political science; a Ph.D. is preferred. The candidate should also fulfill the following requirements:

- ❖ 5+ years of experience in international relations
- ❖ Fluent in English and French, 3rd language preferable
- ❖ International work and/or study experience
- ❖ Excellent sense of service, good social skills and communication skills
- ❖ Capable of working independently and under high pressure
- ❖ Team player, open minded and dynamic; enjoys working in international environment

Process

Interested candidates should visit IESEG's website at <http://www.ieseg.fr> for further information. Applications should be directed with a letter and CV to the current Director of International Relations Mathias Falkenstein, at: m.falkenstein@ieseg.fr. Salary will be commensurate with experience and qualifications. Candidates must indicate salary expectation as well as 3 reference persons with their email addresses. All information will be treated confidential.

A selection committee will review all the applications after the deadline October 1, and up to 6 candidates will be invited for an interview. Up to three candidates will go through a second round of interviews out of one candidate will be selected.

Individual appointments can be made with Mathias Falkenstein during the EAIE conference in Copenhagen from September 12 to 16.