



**Manchester
Metropolitan
University**

Director of Global Engagement





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Welcome from the Chief Operating Officer

I am delighted you are interested in becoming our Director of Global Engagement. In this role, you will provide high level strategic and innovative leadership and direction for the development and implementation of the University's internationalisation strategy.

Manchester Met is one of the largest universities in the UK, located at the heart of a vibrant and confident city. For two centuries we have driven innovation and progress; making a difference and transforming how people live. We trace our roots back to the early part of the nineteenth century, when institutions were established to deliver skills and education for local people, improving livelihoods and the economy. We value our deep connection to Manchester, and our contribution to its development as a city-region renowned for ground-breaking innovation, radical thinking, and social change.

Our community is creative, confident, passionate and proud, making our University a stimulating and inspiring place to work. We have a shared ambition to provide excellent education that transforms our students' lives and to deliver excellent research with powerful world impact and benefits. The Professional Services team I lead is purposeful and focused on the vital role we have in achieving the ambitions of the University. The professional leadership and high-quality services we provide enable us to take advantage of opportunities, and to be agile and responsive in a challenging external environment. We provide the foundation for an outstanding student experience and world-leading research, as well as the opportunity to pursue a wide range of rewarding careers.

We are proud of our accomplishments and continue to innovate and invest in the development of the institution. Having delivered our most successful REF performance in 2021 we are continuing to grow our research reputation, reaching a new 'best' in research grants and awards this year. The quality of our teaching was confirmed when we were awarded TEF Gold in November 2023, and our 2024 National Student Survey feedback was our best to-date.

We are a destination of choice for students and benefit from a robust financial position, enabling us

to continue to invest in our people, our estate and our infrastructure. Colleagues and students enjoy a world-class campus, with recent additions being our new Science and Engineering building, a refurbished historic Art School building and a significant expansion of our public realm space. We have ambitious plans to deliver an iconic, digitally enabled library and will open our International College on campus in 2025. We are student-centred, and people-led, championing an inclusive and diverse community, and celebrating our colleagues' successes and achievements. We support and develop our people to fulfil their potential and deliver great outcomes.

The position of Director of Global Engagement is an exciting opportunity for the right individual to play a critical role in the advancement of our University, securing future students and building profile and reputation to help deliver our ambitious agenda. You will be responsible for providing an integrated, institution-wide approach to the University's global engagement activities, including international student recruitment, transnational education partnerships, other recruitment pathways and partnerships, student and staff mobility, and a high quality international student experience.

Reporting to the Executive Director of External Relations, and working closely with the Vice-Chancellor and our University Executive Group, you will display the drive and acumen to lead in a large and complex organisation and will be responsible for delivering an expert advisory service on matters pertaining to international recruitment, marketing, acquisition and conversion activity. You will work with great colleagues across the faculties and be a key member of the Professional Services leadership team.

If you have the vision, leadership qualities and ambition to make this vital contribution to the future of Manchester Metropolitan and the national landscape, I look forward to hearing from you.

Professor Karen Moore
Chief Operating Officer

Our city

Manchester is one of Europe's great cities and was chosen by Lonely Planet as one of its must-visit destinations for 2023, the only UK city to make the guidebook's annual Best in Travel list. What was once the world's first industrialised city is today a stimulating, enriching and vibrant metropolis – one of the country's liveliest cultural hotspots, with galleries, libraries and museums to rival the best in the world.



Manchester
has been named the
3rd best student city
in the UK

QS Best Student Cities 2024

Manchester has a bustling private sector and one of the biggest creative and digital sectors in the UK. It is also the country's largest centre for business, financial and professional services outside London, as well as home for many global banking, science and technology corporations. As such, it attracts and retains a broad talent pipeline and is fully deserving of its ever-growing recognition as the original modern city.

The city is known on every continent as a capital of sport. It is not only home to two of the biggest clubs in world football, but also the nation's oldest cricket ground, the National Cycling Centre and the national centres for squash, gymnastics and taekwondo. It regularly hosts major international sporting events, and many sports brands and governing bodies are based in the city, making it the perfect home for our Institute of Sport.

The University plays a leading role in the economic, social and scientific development of the region, not only by providing skilled graduates but also through strong links with SMEs and large businesses, key partnerships with the NHS, the city's football clubs, Greater Manchester Combined Authority and national government.

Manchester, and the wider city region, is easy to access and is easily navigated, with great transport links both in and around Greater Manchester, including some of the UK's main motorways, tram services (Metrolink) and bus networks. Excellent rail links connect the city to the rest of the UK, and we are home to the UK's busiest airport outside London. At just over an hour away, Manchester is also the closest major city to the world-famous UNESCO World Heritage Lake District National Park, with the Pennines and Peak District also within easy travelling distance.



Introducing our University

Transforming lives through education and research

Manchester Metropolitan University is a community that is creative, confident, passionate and proud; attributes we share with our great home city. Our strategy captures the collective aspirations of our staff, students and partners, and the energy that defines our University.

We harness our creativity and confidence to enrich our students' lives, raise the impact of our excellent education and research, and project its application to Manchester and the world.

The path to achieve our ambition

We have two core goals in our strategy to enable us to achieve our ambition:

Excellent education

We will deliver an excellent education and a great university experience for our students, which transforms lives and leads to successful careers. We have a forward-looking, dynamic approach to teaching, learning and the holistic student experience including facilities, course delivery and content, wellbeing, and careers support. We seek to inspire our students through a well-rounded university experience, delivered in one of the UK's best-connected and culturally vibrant cities. It is this commitment to our students that has helped us become one of the top ten most applied to UK universities by number of undergraduate applications.¹



Excellent research with impact

Through our excellent research, we will transform lives by harnessing our creativity and confidence to deliver societal impact. Building on our place in Manchester, we will deliver real change, both nationally and globally. Our research agenda tackles the grand challenges of our time and is focused on five world-changing missions:

- A caring, just and more equitable society
- Diverse cultures and creative excellence
- Greener and more sustainable futures
- Start Well, Live Well and Age Well
- Sustainable growth

We work with external partners, including business and industry, to create sustainable change. We pride ourselves on research co-created with our communities, applying knowledge generation to benefit the public good, and recognising external collaboration is often key to that success.

Bold ambitions

We are ambitious for our students, our staff and our future. And this ambition translates into investment and action. We are implementing an estates programme that has already seen over £400m committed to enhancing our campus.

Facilities include Grosvenor East, a seven-storey purpose-built space for some of our Arts and Humanities disciplines, providing a new home for inspirational teaching, with fully equipped theatre spaces, and TV and radio studios, plus the Manchester Poetry Library, the North West's first public poetry library.

In 2021, we welcomed our first students into our School of Digital Arts (SODA), a £35m investment in the future of digital storytelling, and in 2022, we opened our Institute of Sport building, giving a home to Manchester Met's international centre of excellence for sport-related research, education and knowledge exchange which presents many outstanding opportunities for significant interdisciplinary research activity.

¹ UCAS EOC 2023



The latest addition to our estate is the new Science and Engineering Dalton building, complete with contemporary teaching space, modern laboratories, and social and self-directed learning areas. Investment in technology such as our 3T MRI scanner, which has a specification usually only found in clinical settings, enables our researchers to advance the frontiers of our understanding. In 2024 we launched our Library Transformation Programme, through which we will fully redevelop our existing library, reimagining the support for education and research through collaborative space, our special collections and the open research agenda.

Through our IT and Digital Strategy we are investing around £84m in our digital infrastructure. We are embracing the latest technologies to deliver an outstanding digital experience and education for our students, as well as serving the needs of research and high-performance computing, with a focus on cloud-based research.

The investment in our campus and digital infrastructure is mirrored by the investment in our people, with a series of high-profile, high-calibre appointments, and growth across our academic and professional teams. The professorial campaign is attracting new professorial research leaders, expanding and complementing our research capacity and focus, and developing our existing fields of strength. We will continue our drive to grow across our areas of research strength and are committed to significant investment to bring in excellent academic colleagues, building on the recognition of our research quality in REF 2021 and our teaching quality in TEF 2023 in which we received a Gold award. This is coupled with wide-ranging development opportunities for colleagues in teaching, research and Professional Services, access to the best digital technologies, and an environment that embraces fresh thinking and innovation.

Nurturing a close, collaborative university community

People are the cornerstone of our University which was named an 'Outstanding Workplace' by People Insight in 2024 in recognition of our positive workplace culture.

Our values

We are student-centred

We place students at the heart of what we do, recognising every student journey matters and that every member of our University can positively impact the student experience. Students will benefit from leading edge, innovative approaches to knowledge creation and application through closer synergies between research and innovation in shaping and delivering the curriculum. We will create a vibrant doctoral student research community, ensuring the research and training environment can deliver the research leaders of the future.

We are people-led

We recognise everyone's contribution and strive to ensure that both our students and staff achieve their full potential. We develop our staff to succeed, support each other and recognise individual needs, knowing we can achieve more when we work together. We will expand our research leadership and proactively seek future research leaders. We will support and develop our gifted academics at all career stages, and we will ensure our Professional Services staff are integrated into our research ambition.

We are future-focused

We anticipate emerging opportunities and challenges and act on them; innovating to achieve real-world results and embracing change in teaching and learning as well as through our research. We will focus our research around areas that reflect the critical strengths of the University, and address challenges facing society.

We are inclusive

We champion equality, diversity and inclusion through a transformative employee and student journey. We enrich our communities, and respect and improve the world around us. Our research will deliver a fairer and more equitable society. We will strive to create equality of opportunity for staff by minimising the barriers individuals face in achieving their full potential. We will promote and support an open research agenda, creating both the opportunity to participate in and to access our research.

We are Manchester Met proud

We are proud to be part of our University, and we are ready to tell the world about its successes. We are confident and enthusiastic about the difference we make in transforming lives and contributing to society. The quality of our research will drive our international reputation. We will integrate our research ambition and celebrate our successes throughout all areas of the University while simultaneously promoting our research excellence on the global stage.



Professional Services: a home for ambition, opportunity and impact

Our purpose:

To enable our students and colleagues to achieve their best.

Our vision:

To set the bar for Professional Services within the Higher Education sector, working as one University to drive the strategic agenda and deliver our ambition and goals.

Professional Services (PS) is responsible for the delivery of a wide range of student and academic-facing services and the delivery of all business operations, including the ongoing development of the University's estate and infrastructure. We are confident in our ability and single-minded in our focus on achieving the University's goals, providing leadership and expertise to enable students and colleagues to thrive and succeed.

Professional Services at Manchester Met works as an integrated team, operating across directorate and departmental boundaries to collectively deliver the University's strategic and operational priorities. We place the needs of our customers and stakeholders, whether students, colleagues, or external partners, at the heart of our services, systems and processes.

Our expert Business Partners work alongside the academic leadership of each Faculty and with our executive, advising and supporting colleagues to achieve our ambitions. PS colleagues are aligned with their professional specialism and co-located in collaborative working environments that support productive and constructive cross-team relationships. Our hybrid-working policy enables a flexible and agile approach, and our smarter working hubs provide a variety of workspaces to enable professional services and academic colleagues to collaborate effectively.

Our approach gives PS colleagues a clear sense of their priorities and purpose and provides pathways and opportunities for professional progression. It ensures we are agile, effective and efficient, and has delivered many successes, including an outstanding REF in 2021 and the achievement of TEF Gold in 2023. We have a world-class campus and facilities that help make us a destination of choice for students and staff. Exciting recent initiatives include the School of Digital Arts, the Institute of Sport, our new Science and Engineering building and a fantastic new public realm space surrounding our park in the heart of the campus. Looking forward we aim to open our International College in 2025, and our flagship new Library by 2030.

We are open and transparent about our performance. We use the wealth of management information generated by our systems, together with feedback from our community, to drive continuous improvement. While we compare ourselves with other universities to benchmark our performance and identify areas for improvement, we aim to stand out, setting a high bar for Professional Services in the Higher Education sector.

Our highly engaged PS teams collaborate and contribute – sharing their ideas, making their voices heard, and working together. Our Directors meet frequently, while our extended leadership team comes together through away days, events and our PS Leadership Conferences, supporting our collective approach to planning, strategy and service delivery.

Manchester Met is a great place to work in Professional Services, with colleagues rating it more positively than the sector average: 81% of PS would recommend Manchester Met as a good place to work, 80% are proud to work for Manchester Met, and 90% care about our future. We welcome like-minded colleagues who are looking to contribute to our sector-leading Professional Services and are committed to playing a part in securing the future success of Manchester Metropolitan University.



Our directorates

Academic Services provides leadership, management and support across a broad portfolio of activities that contribute to an excellent student experience and success in research.

The Apprenticeships Unit oversees the implementation of the University's Degree Apprenticeships Strategy and coordinates the development and delivery of our Degree Apprenticeship programmes.

Business Engagement and Partnerships delivers impactful activities and relationships with third parties which benefit our students and apply our research, to contribute strategically to our core education and research priorities.

Estates, Facilities and Campus Development supports our students and staff by building and maintaining a sustainable, safe, and welcoming campus.

External Relations connects us with the wider world – attracting new students, managing our brand, developing global partnerships and supporting our alumni community.

Finance and Procurement ensures the financial sustainability of the University through the provision of effective financial management, stewardship, procurement, and transactional services.

IT and Digital ensures we harness technology to underpin our operations and drive our development, from IT support and data storage to cyber security and technology enhanced learning.

Legal and Governance provides a high-quality professional service in the areas of legal advice and risk management support, information governance, University governance and secretariat services, and insurance.

People and Organisational Development supports our people to use their collective talents to deliver high quality work. We develop policies, processes and mechanisms to enable people to progress in their careers, be fairly and well-rewarded and enjoy a healthy working environment where they can thrive.

Research and Innovation drives and delivers the University's research strategy to enable high quality, collaborative and sustainable research and innovation. We provide support across the full research lifecycle from the development of applications for external funding to the translation of research into impactful outcomes, enriching the environment for researchers and PhD students.

Strategic Planning lays the foundations for our future – managing our institutional and faculty planning, monitoring our performance and supporting our strategic developments.

Our global ambitions

Working closely with the Pro-Vice-Chancellor for International and the International Office, a team of 62 based in Manchester and overseas, you will lead the development and implementation of the Internationalisation Strategy.

Our *Internationalisation Strategy (2022-2026)* aims to enhance Manchester Metropolitan University's global standing through the following goals:

- **Increase our international student community:** attracting a diverse cohort of students to Manchester and globally by expanding transnational education partnerships.
- **Enhance international partnerships:** build high-quality collaborations to support education, research, and opportunities for exchanges, joint research, and academic development.
- **Enrich student experience with global opportunities:** offer international experiences such as study abroad programmes, placements and globally focused curricula to develop culturally competent graduates.
- **Promote international research collaboration:** foster partnerships with global researchers and institutions to address pressing challenges and enhance research impact.
- **Expand alumni engagement:** strengthen alumni networks to support student recruitment, experience, and employability on a global scale.
- **Leverage development opportunities:** raise funds nationally and internationally to support initiatives that enhance diversity, talent, and the global experience of staff and students.

These goals align with the University's ambition to achieve global recognition for its education and research excellence by 2030, supporting a vibrant and diverse community of students, staff, and alumni.

Our team

The International Office covers a wide range of areas including international student recruitment and conversion on campus, collaborative partnerships to grow off-campus enrolment and study abroad opportunities via the student exchange programme.

In addition to this, we offer specialist services supporting the international applicant journey and student experience, including student visa and financial sponsor compliance, international scholarships, agent management, international pre-arrival and welcome and crisis support.

International recruitment and conversion

International student recruitment is a key performance indicator for Manchester Metropolitan University. Therefore, it is a top priority of the International Office.

The international recruitment team conducts overseas visits to key markets, engaging in activities such as participating in exhibitions and fairs, visiting schools and universities, interviewing prospective students, meeting and training agents, and supporting students from partner institutions. It also hosts pre-departure and alumni events, explores business development opportunities, and fosters partnerships and sponsorships.

The International Office works with a network of agents and advisers globally, providing in-country training, maintaining the secure counsellor zone for resources, and issuing regular updates.

The University also collaborates with pathway providers, such as NCUK, enabling students to progress to University programmes upon completing preparatory courses and meeting grade requirements. The international recruitment and conversion team works closely with these providers to ensure smooth student transitions.

The International Office supports faculties in their efforts to recruit international students, offering advice on the best markets for specific programmes and assisting with planning overseas itineraries.

The team also works closely with admissions, offering guidance on international entry and English language requirements, supporting borderline admissions cases, and assisting during Clearing.

A dedicated international conversion team focuses on turning student enquiries, applications or offers into enrolments. It engages students with prompt and clear communication, nurtures applicants with personalised support, and assists offer holders with pre-arrival preparation, including conversion events.

International partnerships

Led by the Head of International Partnerships, the partnerships team collaborates closely with the Heads of International in our four faculties to



develop Transnational Education (TNE), articulation, and progression partnerships. Currently, we maintain 10 partnerships across 10 countries, with nearly 3,000 students enrolled on Manchester Met awards through these collaborations.

TNE is a cornerstone of our University's Internationalisation Strategy. It allows students to earn a Manchester Met degree abroad, promotes global access to education, strengthens our international alumni network, fosters research collaborations, and contributes to diversifying our income streams. With established partnerships in Europe, Africa, Asia and North America and exciting new collaborations underway, TNE continues to expand our global reach. We are particularly proud of our strategic partnerships with Hubei University in Wuhan and now have approximately 1,000 students enrolled at our Joint Education Institute.

Additionally, the partnerships team oversees global engagement with non-recruitment stakeholders, leads the planning of senior inbound international visits, and provides support to the Vice Chancellor's Office and other members of the University Executive Group on international engagement.

International education services

The international education services team has a diverse remit contributing significantly to the applicant journey and the student experience.

The student visa team is integral to the University's UKVI compliance activities. It manages the entire student visa process, from pre-enrolment to post-enrolment, ensuring regulatory adherence.

The progression and retention team monitors and reports on all sponsored students while offering tailored advice to enrolled students and CAS holders.

The pre-enrolment team manages, processes and issues

CAS, ensuring a seamless conclusion to the international applicant journey.

The immigration and international experience managers provide specialist student visa advice to students and staff across each stage of the applicant and student journey from pre-enrolment to graduation, as well as supporting the pre-arrival and welcome of new international students, crisis and "at risk" support and the graduate route.

The international funding team oversees all international financial matters in collaboration with the University's financial services team. Its responsibilities include managing international scholarships, agent commission, sponsor reporting, and US federal loans, ensuring financial processes support both students and institutional objectives.

The study abroad and exchanges team oversees 150 exchange partnerships, manages the University's participation in the Turing Scheme and delivers all aspects of administration of the University student exchange programme, including recruitment, admissions, partnership relationship management and student support. It plays a crucial role in facilitating overseas study experiences, supporting over 500 students per year to broaden their global outlook and skills through international exchange opportunities on campus and abroad.

Overseas bases

The International Office manages five overseas bases which support the delivery of the University's on and off-campus recruitment.

International College

In September 2025, in partnership with Navitas, Manchester Met will launch the International College. The College will be located at the heart of the campus and will offer foundation, international year one and pre-masters programmes in a range of subject areas.

Investing in our people

We aim to recruit, develop and motivate great people to achieve great things.

Our inclusive culture

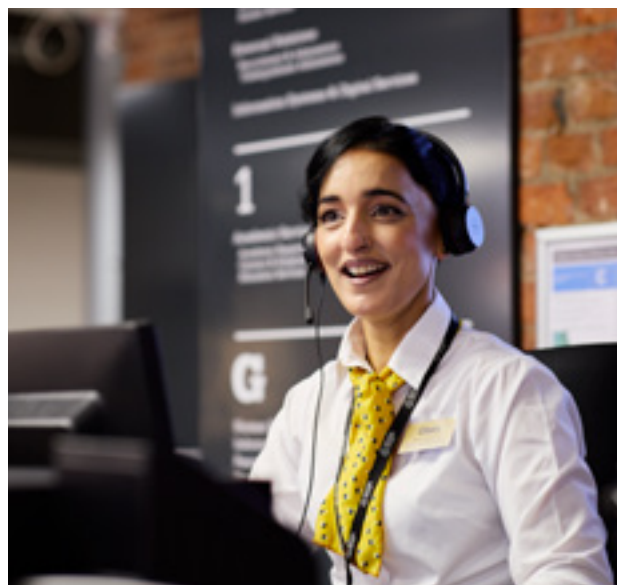
We believe that having a diverse and inclusive workforce makes us a stronger University, providing better outcomes for our students, research, and business partners. In recognition of our commitment to addressing inequalities while promoting diversity and inclusivity we have renewed our equality objectives from 2021-25. These set out how we will progress equity and inclusion across the University through senior support and a collaborative approach with our staff equality fora and underrepresented communities.

We are proud to have received an institutional Athena Swan Bronze award, an accreditation as a Disability Confident Leader and also the Gold award in the Business Disability Standard (now the Disability Smart Audit) – being the first university to secure this – and we were awarded the Race Equality Charter Bronze Award in October 2022.

Valuing and supporting our people

Manchester Met is widely recognised for the quality of our colleague support and development programmes, holding accreditation with the Institute of Leadership and Management and Advance HE. We are committed to creating a culture which supports and encourages colleagues to engage with learning and development so that they can excel in their role, drive the delivery of our University strategy, and develop professionally.

We are delivering a number of major people projects in the areas of reward and recognition, and career development, including our Academic Career Pathways programme, our Future Professional Services Leaders Programme and Professional Services Career approach, and additional externally accredited development programmes for colleagues across the University.



We are also proud to hold the Living Wage Employer accreditation.

Recognising and listening to our people

At Manchester Met everyone has an important role to play. Our annual staff awards recognise outstanding contributions from individuals and teams. This peer-led programme showcases the talent and commitment of colleagues and is an opportunity for us to come together and celebrate as one community at our live awards ceremony. In 2024, over 1,400 nominations were put forward by colleagues to recognise their peers for the quality of their work.

Our employee voice programme offers a range of opportunities for colleagues to be heard and get involved. This includes our Employee Voice Survey, Equity and Diversity Staff Fora, Vice-Chancellor open door sessions, department staff voice groups and regular consultation events for our strategic programmes. Continually gathering first-hand feedback from colleagues helps us to understand more about the employee experience and colleagues' views in order that we can co-create change.



5,100 staff



£461m

Total income 2023/24



44,000 students

Over 3,000 international students from 130 countries

Gold

First university to achieve gold status in the Disability Standard



Top 5

sustainable university for more than a decade

People and Planet University League



360,000

alumni from 170 countries

90%



of our research impact is now rated as world-leading or internationally excellent

TEF 2023-27

3rd

Manchester voted 3rd best student city in the world

Supporting our students

Manchester Met is one of the UK's largest universities, with more than 43,000 students studying on our undergraduate, postgraduate, degree apprenticeship, research, professional or continuing professional development courses.

An outstanding student experience

We offer a rich student experience, with tailored support services housed within a modernised, vibrant, and continually evolving estate. From welcome to postgraduate careers support and membership of our proactive alumni network, we invest in every aspect of our student experience to ensure that it remains amongst the most distinctive in the sector. As a dual-intensive institution we pride ourselves on our research- and practice-led teaching, founded on excellence in both research and teaching.

Postgraduate research (PGR) students

PGR students have an essential role in our research, and we are committed to providing them with high-quality projects and supervision to enable

them to make a strong contribution to our research performance and culture. Our PGR students belong to our Doctoral College, which provides the focus for the growth and support of a thriving doctoral community, with excellent opportunities for skills development, and support to achieve career goals.

Supportive and inclusive

The learning community to which we welcome our students is firmly established, well-resourced, and reflective of our institutional values. Our supportive learning environment helps all students to achieve their full potential, underpinned by extensive study skills, health and wellbeing services, and integrated pastoral support.

Innovative and creative

From our ground-breaking First Generation scheme (winner of the Times Higher Award for Outreach Initiative of the Year 2021), to our sector-leading Degree Apprenticeship provision (Ofsted Grade 1 Outstanding) and our novel Future Me employability offer, we have a long history as a forward-thinking educational community. Our students are supported to develop, grow and realise their potential, enabling them to positively shape the societies of the future.



Our structure and governance

We believe that one of the key drivers in Manchester Met's recent achievements is the strength of its leadership teams and the effectiveness of its structure and governance.

The University is led by the Board of Governors, an Academic Board and the University Executive Group.

Board of Governors

As Chief Executive Officer of the University, the Vice-Chancellor is accountable to the Board of Governors, which is led by the Chair and Pro-Chancellor. Comprising a mixture of external independent members, staff and students, the Board of Governors is responsible for determining the educational character and mission of the University. It exercises oversight of our activities and ensures the efficient use of resources. The Board is responsible for the overall strategy and direction of travel of the University, setting and reviewing our key performance indicators, and ensuring the highest quality and standards in all that we do.

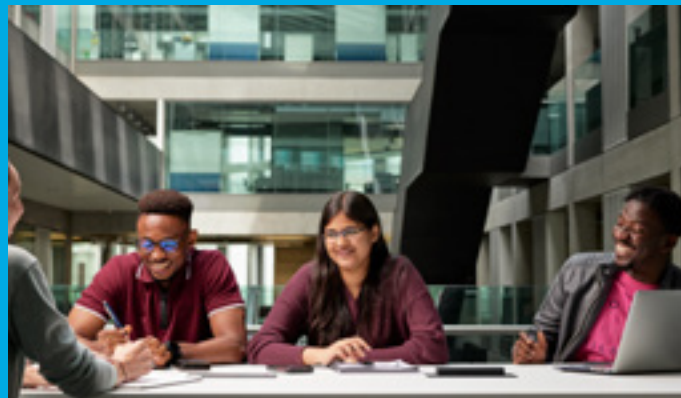
Academic Board

The Academic Board is responsible for all our major academic decisions. The responsibility for academic governance is delegated to the Academic Board, which advises the Vice-Chancellor and is accountable to the Board of Governors.

University Executive Group

Comprising the Vice-Chancellor, the Deputy-Vice-Chancellor, the Chief Operating Officer, Faculty and Thematic Pro-Vice-Chancellors, the Chief People Officer, the Chief Financial Officer, the Chief Information Officer, and the Director of Strategic Planning and Operations, the University Executive Group (UEG) is responsible for the management of the University. It is led by the Vice-Chancellor and is accountable for articulating the University's mission and developing and delivering strategic and operational plans.





Faculties and Professional Services

Manchester Met comprises four faculties, led by Faculty Pro-Vice-Chancellors and 11 Professional Services Directorates.

Professional Services colleagues, led by the Chief Operating Officer, work in partnership with Faculties, Departments, and the wider academic community, supporting education and research with fully joined-up professional services leadership and delivery.

Our four faculties are:

Arts and Humanities

With more than 11,000* undergraduate and postgraduate students, the Faculty of Arts and Humanities supports a large and vibrant community, instilling curiosity, creativity and ambition.

Combining the knowledge and expertise of more than 580 academic staff, we foster a truly interdisciplinary approach to learning, which spans a uniquely diverse range of subjects, from journalism to fashion to architecture, across 11 Departments and Schools.

The Faculty's academic staff lead on research that is highly respected nationally and internationally. REF 2021 ranked us 2nd in the UK for research power in Art and Design, and in the top ten for research power in English Language and Literature.

The Faculty is home to Manchester School of Art, one of the oldest and largest providers of art and design courses in the UK, established more than 180 years ago to provide design training to the manufacturing industry. The Manchester School of Architecture, an innovative collaboration between Manchester Met and the University of Manchester, is currently ranked 5th in the world.¹

Business and Law

With more than 11,000* undergraduate and postgraduate students, the Faculty of Business and Law at Manchester Met is a popular choice for students.

The Faculty consists of our triple-accredited Business School, which is one of the top business schools in the UK, holding the globally recognised trio of accreditations from EQUIS, AACSB and AMBA, and the renowned Manchester Law School – one of only nine providers delivering the vocational component of the Bar Training Course (BTC).

With strong links to professional bodies, global industries and the professional community, more than 400 expert academic staff deliver well-rounded and quality teaching, informed by industry and employers.

We have a reputation for exceptional research impact at a regional, national and international level,

focusing on subjects from business transformations to future economies, and contributing to UK Parliamentary Select Committees on topics including employment and welfare policy and the reform of the Gender Recognition Act. This was reflected in the Faculty's REF 2021 results, and we are ranked in the top 40 for research power.

Health and Education

Home to more than 8,000* students, the Faculty of Health and Education aims to provide an inclusive learning and training environment. Our collective passion and commitment to challenge inequalities and improve lives is a central feature of our work.

Our programmes are taught by experts from across both health and education disciplines, and we work with our students to support their career ambitions through structured career advice and guidance. We strive to provide an outstanding experience supporting every one of our students to reach their potential.

Our research is delivered by interdisciplinary teams who undertake projects to answer important questions and unmet needs in health, social care and education. The outputs from our research have real impact, influencing policy and practice. Our professional and education programmes in Health and Education develop professionals of and for the future.

Putting people and communities at the centre, we strive to improve lives; supporting individuals, families, and communities to make positive changes. Together we can revolutionise the future of health and education.

Science and Engineering

The Faculty of Science and Engineering is one of the largest research-led technology educators in the UK, offering 60 undergraduate and postgraduate degree programmes in a huge variety of subjects, spanning five academic Departments.

More than 7,000* students benefit from high-quality teaching, informed by a powerful combination of emerging industry knowledge and up-to-the-minute research. Our academic community of around 350 colleagues share their world-class expertise with students, equipping them with sought-after analytical and problem-solving skills and preparing them for the world of work.

Our leading research addresses some of the biggest challenges we face today, from fuel cell innovation and waste management to cyber security and health and wellbeing. 100% of our research impact in Earth Systems and Environmental Sciences was defined as world-leading or internationally excellent and 75% was ranked at the highest 4* level, in REF 2021.

* This figure includes students on our distance learning and overseas partner courses

¹. QS 2024 World Rankings by Subject

Role profile

Manchester Met has an ambitious and clear strategy, with a vision which recognises the central importance of our people. As Director of Global Engagement, you will provide high level strategic and innovative leadership and direction for the development and implementation of the University's internationalisation strategy.

You will oversee an integrated, institution-wide approach to the University's global engagement activities, including international student recruitment, transnational education partnerships, other recruitment pathways and partnerships, student and staff mobility, and a high-quality international student experience.

You will report to the Executive Director of External Relations and be a member of the wider Professional Services Leadership Team. You will deliver expert advisory services to the Executive Director of External Relations and the University Executive, on matters pertaining to International Recruitment, marketing, acquisition, and conversion activity. You will also provide expert advice on new opportunities and how Manchester Met should best position itself for success.

Leading a large team (62 colleagues), and with a budget of circa £4.6m, you will have strategic and operational responsibility for the key functional areas of the International Office, and the departments within it: International Recruitment and Conversion, International Partnerships, and International Education Services.

You will build on the excellent progress that has been made in the growth of international students and retain our position as one of the most applied to universities in the UK, whilst also building our reputation as a transformational organisation and strategic partner of choice.

Strategic responsibilities

You will:

- Build, maintain and nurture relationships and partnerships via external recruitment pathways
- Work with relevant senior officers, including the Pro-Vice-Chancellor International, the Executive Director of External Relations, Faculty Heads of International, and colleagues across the wider External Relations team and other relevant Professional Services teams, on the development of the University's Internationalisation Strategy, supporting its operational plans to ensure institutional goals are realised
- Ensure a high-quality, proactive, integrated and target-focused approach to the development of international partnerships in key markets to identify and harness further opportunities for student recruitment, staff and student mobility, transnational education, and other projects of strategic benefit to the institution
- Actively support a culture which promotes strategic, effective international engagement across the University
- Contribute to the work of the wider Directorate of External Relations in furthering its goals and objectives on behalf of the institution
- Ensure ongoing evaluation of the impact of the work of the International Office, producing reports to include assessment of ROI on new investments and providing improvement proposals as necessary.

Operational responsibilities

You will:

- Develop and lead a professional approach to internationalisation across the University, collaborating with professional service teams as required, to provide a high-quality service to faculties and students in developing their global ambitions
- Lead on policy and strategy, within the internationalisation governance framework, for sustainable and productive partnerships, mobility arrangements, and student recruitment channels
- Embed an effective annual internationalisation programme including international activities and visits, building key relationships in target markets, and delivering a high-quality institutional experience for international stakeholders
- Oversee the performance of Manchester Met's recruitment agents, including setting targets, tracking performance, ensuring compliance with relevant legislation, ensuring delivery of training and effective management of contracts

- Oversee senior international delegations and visits, both inbound and outbound, which further the University's profile and reputation
- Liaise with key teams to support a seamless, high quality student journey (inbound or outbound) from awareness and enquiry through to enrolment and graduation
- Ensure compliance in relevant international activity, including on institutional travel and student-related UKVI policies
- Build in appropriate channels of communication with students, staff and other key stakeholders to support the delivery of excellent outcomes in the international agendas
- Benchmark and assess regularly the services delivered by the International Office so they are innovative and sector leading.

Knowledge and experience

You will have:

- The strategic ability to shape and guide planning and decision making using specialist knowledge and skills to develop creative and innovative responses to emerging priorities
- Excellent representation skills and the ability to use highly developed influencing and networking skills to win support, and to develop a positive profile for the University, particularly with international stakeholders and partners
- Excellent and current knowledge of international education, including international student recruitment and mobility, and academic partnership development
- Experience in digital marketing and lead generation techniques in the international setting, including a targeted approach to conversion throughout the student journey
- Significant experience of building successful international relationships and networks including the management of transnational collaborations and recruitment agents
- Experience of successfully leading and implementing an organisation-wide internationalisation strategy, and international student recruitment activities with a track record of success in increasing high quality international student enrolments.

A full job description is available on request from alicja.janowska@andersonquigley.com or elliott.rae@andersonquigley.com

How to apply

Anderson Quigley is acting as an advisor to Manchester Metropolitan University. An executive search process is being conducted by Anderson Quigley in addition to the public advertisement.

If you have the qualities and attributes we seek, we would be delighted to hear from you.

To apply, please submit a full CV which should include:

- educational and professional qualifications
- full employment history
- the names and addresses of two referees. Referees will not be approached until the final stages of the selection process and not without prior permission from candidates.

You should also include a personal statement that demonstrates your ability to meet the person specification (maximum two pages.)

Please submit your documents to <https://andersonquigley.com/candidates/> using the reference AQ3069.

Closing date is **noon Friday 14th February 2025.**

Interview Date is **Tuesday 11th March 2025.**

Should you wish to discuss the role in strict confidence, please contact our advising consultants at Anderson Quigley:

- Elliott Rae on +44 (0)7584 078 534 or elliott.rae@andersonquigley.com
- Alicja Janowska on +44 (0)7743 927 783 or alicja.janowska@andersonquigley.com

Manchester Metropolitan University is committed to creating an intentionally inclusive culture of belonging that promotes equity and celebrates diversity. We understand the importance of having a diverse workforce and the benefits it can bring to ensuring diversity of thought and innovation in everything we do. We, therefore, encourage applications from people from ethnic minority groups, disabled people and people who identify as LGBTQIA+.



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