

## **DIRECTOR OF MAJOR CLIENT PROGRAMMES**



The University of Manchester  
Alliance Manchester Business School

**SEPTEMBER 2025**

## **ABOUT ALLIANCE MANCHESTER BUSINESS SCHOOL**

Established in 1965 as one of the UK's first two business schools, Alliance Manchester Business School (AMBS) has an international reputation for original thinking, pioneering innovation and world class research.

We are proud to be part of the prestigious University of Manchester (UoM) and one of four Schools within the Faculty of Humanities. We are one of the largest campus-based business and management schools in the UK. As a full-service School, we deliver industry-focused business education across the globe from Manchester and global centres in Dubai, Hong Kong, Shanghai and Singapore.

The School holds a substantial reputation with a global range of corporate partners and enjoys the considerable support of its highly engaged alumni community. AMBS is proud to be celebrating 60 years as a leader in business and management education and research in 2025. 'Original Thinking Applied' is the School's brand essence and this commitment to maintaining originality, thought leadership, curiosity and a pioneering spirit is at its heart.

In 2015, the School received a transformational donation from Lord Alliance which supported an ambitious redevelopment of the building to become 'Alliance Manchester Business School'.

Our state-of-the-art building and stand-alone Executive Education Centre opened in 2019 and are located on the Oxford Road Corridor, at the heart of the UoM campus. Our buildings feature inspiring teaching, events and meeting spaces, the Masood Entrepreneurship Centre, the Eddie Davis Library, the outstanding Data Visualisation Observatory and Behavioural Research Laboratory, and are home to our academic divisions, research centres and professional services colleagues.

Inspired by the city of Manchester's history as a world-leader in enterprise, innovation and creativity, AMBS undertakes cutting-edge and influential research which has a transformative impact on policy and practice and develops world-class engaged scholars who will develop and lead exciting research agendas to address the globe's greatest challenges.

Our research spans four academic divisions that cover Accounting and Finance; Innovation, Management and Policy; People, Management and Organisations; and Management Sciences and Marketing. Our Centres and Institutes are developing ground-breaking research across Innovation, Productivity, Sustainable Consumption, Work and Equalities; Investment Risk; Decision and Cognitive Sciences Research and Fintech.

AMBS' commitment to outstanding research quality and scale is exemplified by its recent success in the UK government's Research Excellence Framework (REF) 2021 which saw it place third in the UK for research power.

The School is amongst the top 1% of business schools globally, holding three accreditations from leading bodies, European Foundation for Management Development (EQUIS), Association of MBA (AMBA) and Association to Advance Collegiate Schools of Business (AACSB). We offer undergraduate, specialist Masters, MBA, Global part-time MBA, Global Executive MBA, Executive Education, PGR and DBA programmes to a wide range of students and delegates.

<b>ORIGINAL</b>	<b>THINKING</b>	<b>APPLIED</b>
<p>We were one of the UK's first two business schools, established in 1965.</p> <p>Drawing on Manchester's rich history, we aspire to deliver inventive business and management solutions through our world-class research and teaching.</p> <p>We are inspired by Manchester, the world's original modern city, with an ethos of enterprise, culture and innovation.</p>	<p>We undertake cutting-edge and influential research which has a transformative impact on policy and practice.</p> <p>Our research has significant reach: through the School, our international centres and our alumni network.</p> <p>We develop world-class engaged scholars and produce highly employable graduates who question, challenge and make a difference.</p>	<p>We turn theory into practice across all our activity, through our programmes, business engagement and research.</p> <p>Our academic staff provide insightful commentary on local, regional, national and global issues.</p> <p>The Manchester Method, brought to life across all our programmes, focuses on applying theory, through group work, projects and practice-based learning.</p>

Further information about AMBS can be found at: [ambs.ac.uk](http://ambs.ac.uk)

## **ABOUT EXECUTIVE EDUCATION AT ALLIANCE MANCHESTER BUSINESS SCHOOL**

Executive Education at Alliance Manchester Business School (AMBS) delivers high-impact learning experiences for business leaders, professionals and organisations seeking to drive transformation and performance. Based in our dedicated Executive Education Centre on the Oxford Road Corridor, the team designs and delivers a portfolio of short business courses, customised programmes and Level 7 apprenticeships. Our programmes are rooted in the School's ethos of 'Original Thinking Applied', combining cutting-edge research with practical relevance. We work closely with corporate partners across sectors to co-create learning that addresses real-world challenges and supports strategic goals. Delegates benefit from access to world-class faculty, peer learning, and the Manchester Method – a distinctive approach that emphasises applied learning through group work, live projects and reflective practice. Executive Education is a dynamic and fast-paced environment, with a strong focus on client engagement, innovation and continuous improvement. The team collaborates across the School and the wider University to deliver exceptional experiences and outcomes for our participants and partners.

## **ABOUT THE UNIVERSITY OF MANCHESTER**

The University of Manchester has a distinguished history of academic achievement and an ambitious agenda for the future. The University's tradition of success in learning and research stretches back 200 years with the University celebrating its bicentenary in 2024.

We have a history of world firsts and brilliant discoveries, from splitting the atom to giving the world graphene. Today, the University enjoys a global reputation for its innovative approach to learning and its internationally renowned research.

Since 2005, the University of Manchester has risen in various ranking and league tables. It ranks 35<sup>th</sup> in the 2026 QS World University Rankings, confirming the University as a world-class teaching and research institution. In 2021, the University was ranked first globally in the Times Higher Education Impact Rankings, recognising the social and environmental impact of our work across its full range of functions. Manchester was also ranked fifth in the UK for 'research power' in the 2021 Research Excellence Framework. These results confirm Manchester's place as one of only a handful of the UK's leading research universities across a wide range of subjects.

The University provides a stimulating learning environment and the highest standards of teaching with enthusiastic and engaging teachers. The quality of the higher education we provide is therefore characterised by an outstanding student experience and a rich and diverse learning environment with a strong commitment to social responsibility and the employability of its graduates.

The University can count 25 Nobel Prize winners among current and former staff and students. Iconic appointments amongst the current staff include novelist Jeanette Winterson, historian Michael Wood and Nobel Laureate and life scientist John Sulston.

Professor Andre Geim and Professor Konstantin Novoselov were awarded the 2010 Nobel Prize in Physics for their discovery of graphene, the world's strongest and thinnest material.

**THE UNIVERSITY OF MANCHESTER**

**ALLIANCE MANCHESTER BUSINESS SCHOOL**

**JOB DESCRIPTION**

**Role:** Director of Major Client Programmes

**Responsible to:** Managing and Academic Directors of Executive Education

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**Overall Purpose of the Role:**

The Director of Major Client Programmes is a senior academic position within Executive Education at Alliance Manchester Business School (AMBS). The role carries responsibility for the academic and administrative leadership of the School's suite of major-client programmes, complex projects and portfolios. This includes hands-on management and strategic oversight, delivered in alignment with AMBS's vision and strategic objectives for Executive Education.

The postholder will provide visible leadership for the portfolio across AMBS and the wider University, as well as externally to clients, delegates and stakeholders. They will lead the delivery of existing programmes and oversee the design, launch and implementation of new offerings, ensuring academic excellence, relevance and operational quality. They will also be expected to programme-direct other major-client Executive Education programmes as allocated.

The postholder will assess programme quality and identify opportunities for innovation. They will ensure that client relationships are managed effectively and extended when opportunities arise, contributing to the long-term success and reputation of Executive Education.

The Director will actively monitor global trends in executive education, ensuring the portfolio remains forward-thinking. As a senior leader accountable for one of AMBS's core suite of programmes, the postholder will contribute to the development and execution of the School's executive education strategy and fostering a culture of excellence, collaboration and impact.

**Key Duties and Responsibilities:**

**(1) Programme Directorship:**

- To be the academic face of the suite of programme for the commissioning clients and delegates
- Manage internal resource planning and recruitment of academic staff for major client programmes.
- To be the primary day to day contact for the client commissioner
- To have overall budget responsibility for the suite of programmes
- To attend onsite throughout the programmes
- To attend key programme events—this may include contract meetings, welcome speeches, evening dinners, graduation ceremonies, etc.
- Be aware of the contractual terms of the programme insofar as they impact on academic outcomes (such as certain KPIs). Monitor and report on the performance of all programmes to ensure a high-quality learner experience.
- To lead discussions with programme commissioners on the development of variants of the programmes to meet specific client needs and to ensure contractual compliance.
- Chair programmes review meetings.
- Chair Programme Committees
- Attend the School PGT and Teaching and Learning Committees, where required.
- Attend School Committee meetings.
- Attend Examination Boards and Appeals Panels as required and deal with queries from delegates following the issuing of assessment results.

**(2) Quality Assurance and Enhancement:**

- To ensure (a) the programme meets AMBS’s quality standards and is pedagogically cohesive from the delegate’s point of view and (b) faculty members teaching on the programme understand programme intent and their role in the programme narrative.
- To monitor, analyse and act on feedback from delegates gathered from Unit Surveys, feedback and other sources.
- Responsibility for Impact reports and client debriefs
- Assist with the production of reports for periodic reviews.
- Assist with the production of reports for accreditation body visits.

**(3) Delegate Support and Guidance:**

- Deliver programme workshops, and teach select modules, where possible, when teaching staff are unexpectedly unavailable.
- Participate in, and chair when required, academic malpractice hearings.
- Attend relevant graduation ceremonies and client programme boards.

**(4) Business and Client Development:**

- Support preparation of bids for client programmes.
- Work with colleagues in marketing and business development to ensure webinars reflect programme designs – this may include speaking at webinars.
- Attend pitches for new clients.
- Attend meetings with existing clients to manage relationships and report on learner progress.

**(5) General Management Duties:**

- Represent the School on appropriate representative bodies.
- To act in accordance with, and promote University, policies and requirements at all times – in particular, those relating to health and safety and information governance.  
To play an active role on relevant industry groups to establish informal networks and actively participate in communities of practice for particular areas of activity in order to identify, develop and implement best practices related to programme content.

**Person Specification:**

- The post-holder will have a PhD or equivalent in a project management discipline; or relevant industry experience in complex project management.
- Experience of teaching adult learners and/or evidence of high-quality presentational skills, demonstrating the ability to offer high quality and varied teaching in executive education.
- Relevant industry experience in project management to enable the individual to deliver credible and informed programme design and teaching.
- Evidence of ability to contribute to business development activity, including input into bid and tender documents and client presentations.
- Evidence of ability to work successfully with a range of organisations across the public and private sector.
- Willingness to travel within UK and internationally for programme delivery and client development.
- Be an experienced director of academic programmes in a higher education institution; or be an experienced industry leader with skills that can be applied to this position.
- Have experience of managing relationships with clients who commission large projects.
- Have excellent written and verbal communication skills.
- Have excellent interpersonal skills including the ability to collaborate with others.

## **APPOINTMENT PROCESS**

AMBS has engaged the services of Anderson Quigley, to whom applications should be sent.

Anderson Quigley will support the selection committee in the delivery of its duties, both to assist in the assessment of candidates against the requirements for the role and to identify the widest possible field of qualified candidates.

The University welcomes applicants from all sections of the community regardless of age, sex, gender (or gender identity), ethnicity, disability, sexual orientation and transgender status. All appointments are made on merit.

You will be asked to complete an online Equal Opportunities monitoring form as part of the online submission process. This will assist the University of Manchester in monitoring selection decisions to assess whether equality of opportunity is being achieved. Information collated from the Equal Opportunities monitoring forms will not be used as part of the selection process and will be treated as strictly confidential.

## **HOW TO APPLY**

Anderson Quigley is acting as an advisor to the University of Manchester. An executive search process is being conducted by Anderson Quigley. If you have the qualities and attributes we seek, we would be delighted to hear from you.

To apply, please submit a CV and a supporting statement. Your CV 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.

Your supporting statement should demonstrate your ability to meet the person specification (maximum two pages).

Please submit your documents to <https://andersonquigley.com/candidates/> using the reference AQ3333.

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, [elliott.rae@andersonquigley.com](mailto:elliott.rae@andersonquigley.com); or **Imogen Wilde** on +44 (0)7511 607 522, [imogen.wilde@andersonquigley.com](mailto:imogen.wilde@andersonquigley.com)