



**Line sector:** higher education

**Role:** New York City Hub - Director

**Type of contract:** permanent contract

**Workplace:** New-York City

ESSEC Business School seeks to recruit its:

### **ESSEC North America, New York City Hub - Director**

ESSEC, a world-class business school with French roots, has a strong international presence, with two international campuses (in Singapore and Rabat) and a wide web of international academic partners across the globe.

This international presence is a major factor of impact, influence and attractiveness for ESSEC Business School. In the context of its ambitious RISE strategy, the school aims at strengthening this international presence, especially in Northern America. ESSEC aims at continuous enrichment of its offer for its bachelor, master, and executive education participants, as well as strengthening its global brand to attract a growing number of international participants. To do so, ESSEC is recruiting a Director for a new international hub to be established in the New York City region.

Reporting directly to the Director of International Relations in Cergy, France in close coordination with the school's Directors of Marketing and Recruitment for pre and post-experience programs, in addition to the Director of ESSEC ALUMNI, the Director of the New York City Hub will be responsible for leading the development and implementation of ESSEC's strategic positioning in North America within the context of the RISE strategy.

### **RESPONSIBILITIES**

1. Leads the overall onsite development of ESSEC's strategy, presence, and activities in North America, and in particular the United States, Canada, and Mexico with the objective of growing the school's local brand, reputation, and impact.
2. Provides recommendations on a hub's operational structure, including legal structure, physical location, with an emphasis on securing space within the premises of a prestigious local academic partner, and hires and provides leadership to a team of locally based staff.
3. Works very closely with Directors of Marketing & Recruitment in both Pre- and Post-Experience Programs to establish participant recruitment and business development objectives for North America and puts in place the strategies to achieve them.

4. Cultivates strategic relations with key regional academic partners with the goal of rapidly growing the number of opportunities for student exchanges and double degrees, particularly throughout the US.
5. In collaboration with ESSEC ALUMNI, mobilizes alumni communities in North America, by coordinating an annual program of social and content-driven events with the goal of transforming alumni into more proactive, value-added ambassadors for the school.
6. Assists the ESSEC Foundation with fundraising activities including identifying and engaging potential big donors and in conjunction with ESSEC ALUMNI organizing the annual gala.
7. Develops and maintains relationship with corporate partners to secure internships and job placement opportunities and to identify guest speakers and site visits for incoming study trips.
8. Contributes to the organization of inbound student study trips by providing logistical support, corporate introductions, and other recommendations for meaningful student experiences.
9. Represents ESSEC in some important regional events and meetings to enhance the school's visibility and influence in North America.

## **PROFILE**

- Strong academic background with at least a postgraduate degree.
- 10+ years of experience in higher education with a strong understanding of both North American, European, and in particular French higher education systems.
- Developed transversal leadership skills & ability to successfully influence decision-making in a matrix organization.
- An entrepreneurial mindset & proven ability to lead start-up phases of project development.
- Experience with managing teams remotely
- Capable of undertaking both strategic leadership with daily operational management responsibilities.
- An existing network of contacts at leading North American universities and business schools.
- Experience leading business development efforts.
- Strong interpersonal skills & the ability to create connections and foster relationships across cultures, and also at the highest level
- Strong communications and representation skills
- Ability to work autonomously
- Multi-lingual is a plus but not a requirement (English, French, Spanish)

Ideally, the successful candidate should already be in possession a visa allowing him / her to work in the United States; however, ESSEC may assist with appropriate visa application procedures for exceptional candidates.

As this is a new position, successful candidates may initially be required to work from home or from a co-working / temporary space until final decisions for office; spaces are made with the input of this person.

Compensation commensurate with experience

Position based in the New York City area, United States, with significant regional travel

In accordance with the AGE hiring policy-promoting diversity, this position is accessible to people with disabilities.

**Applicants are invited to send CV and cover letter to the following address: dev-rh@essec.edu**

*The data necessary for your application will be kept for a period of 2 years by ESSEC in accordance with legal provisions, unless you notify us otherwise.*