

Senior Strategist, Partnerships

Full time, Temporary (One-Year, with potential for extension)

eCampusOntario

eCampusOntario is a provincially funded non-profit organization that leads a consortium of the province's 53 publicly funded colleges, universities and indigenous institutes to develop and test online learning tools to advance the use of education technology and digital learning environments. Officially registered as the Ontario Online Learning Consortium (OOLC) and referred to as eCampusOntario we:

- Support the development and delivery of quality online learning experiences across all of Ontario.
- Lead in research, development and sharing of exemplary practices in online and other forms of technology-enabled learning.
- Support member institutions in fostering innovation, collaboration, and excellence on behalf of Ontario students, faculty and stakeholders.
- Contribute to the evolution of teaching and learning by responding to emerging technology and the development of state-of-the art online learning.

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Position Summary

The eCampusOntario strategic plan, *Digital By Design*, outlines how we support the Ontario postsecondary education sector to achieve excellence in all forms of digital engagement. We build systems that are open and responsive to shifts and opportunities in the educational landscape. This includes the development and hosting of online systems that support virtual learning and micro-credentials, and platforms that enable private sector collaborations for our members. We support innovation in Ontario's postsecondary education sector that is digital by design, learner-centric, and collaborative.

Reporting to the Chief Executive Officer of eCampusOntario, the Senior Strategist, Partnerships works as a cross functional team member to realize the benefits of strategic partnerships for the benefit of the Ontario postsecondary education sector. This includes supporting and representing eCampusOntario platforms, programs and services to member institutions and external organizations, with the goal of fostering partnerships and activities that support eCampusOntario strategic goals. A key area of focus is on the development of innovation collaborations: support for activities that that foster engagement with eCampusOntario members via our platforms, programs and services.

Accountabilities, Duties and Responsibilities

Stakeholder Engagement

This is a key role whose responsibility is business development in support of eCampusOntario platform engagement plan. The incumbent will participate in outreach and business development activities by:

- Keeping well-informed on industry best practices and trends
- Analyzing market data to determine trends and effectiveness of programs and initiatives
- Researching and cultivating new opportunities for external collaborations and partnerships
- Developing plans that support strategic collaborations and advance member interests
- Promoting platforms and programs to potential industry collaborators
- Liaising with internal and external contacts to coordinate execution of seminars and workshops
- Implementing a communications plan to keep stakeholders informed
- Building and strengthening relationships with stakeholders and partners of strategic importance
- Promoting programs and service offerings to internal and/or external contacts
- Delivering presentations to promote programs, opportunities and/or initiatives
- Handling complex and/or sensitive information
- Serving as a resource on specific issues to a group of specialists

Member engagement in platforms, programs and services

This role will work in concert with the development of digital platforms that foster engagement and collaborations for our members. This includes:

- Identifying, developing and executing strategies for innovation collaborations
- Developing project schedules including milestones, critical path, timelines, deliverables and reporting
- Analyzing market data to determine trends and effectiveness of programs and services
- Researching and recommending new opportunities for external collaborations and partnerships
- Promoting innovation initiatives to increase program visibility and reputation
- Promoting the sector's innovation and education capabilities to industrial, governmental and finance sectors to enhance innovation, partnerships and funding opportunities
- Fostering and maintaining networks to build capacity and collaboration across the sector

Collaboration and Project Execution

The role will work closely with platform team members to ensure partners are engaged and projects can be initiated. This includes:

- Fostering and maintaining networks to build capacity and collaboration
- Providing potential industry collaborators with detailed information on policies and procedures to support partnership activities across platforms
- Liaising with various stakeholders to foster collaboration

- Developing and implementing strategies to maximize the economic and social impact of innovation partnerships

Opportunity Development

The role will work to identify and access partnership and funding opportunities in support of the eCampusOntario platform engagement plan. This includes:

- Developing business plans and funding applications as relevant to platform, program and service development
- Conducting detailed data analysis to inform decision making
- Working with strategic partners to develop funding opportunities in support of eCampusOntario platforms, programs and services

Education, Professional Designations and Development

- Undergraduate degree in business or related discipline or equivalent combination of education and experience. Graduate degree preferred.

Experience

- Overall ten (10) years' experience building and managing relationships with external partners and stakeholders, working in an environment requiring management of interpersonal relationships and resolution of conflicting viewpoints, demonstrated success managing and coaching effective teams
- Minimum of five (5) years' experience in Strategic Partnerships, Business Development, Management Consulting or a similar role. Experience managing multiple projects and conflicting priorities
- Business experience and ability to initiate and test new business models and ideas
- Experience with the Ontario postsecondary education environment essential.

Specialized Knowledge

- Strong understanding of post-secondary education system in Ontario; experience in postsecondary education sector considered an asset
- Strong understanding of post-secondary institutional business models, structures, roles and responsibilities of key institutional administrators and employees
- Understanding of political climate and government relations

Skills

- Exceptional communication skills (written, verbal and presentation)
- Dynamic, self-motivated, results-driven professional who is able to effectively manage stakeholder relationships at all levels
- Ability to transform organizational strategy and objectives into innovative business plans
- Proven track record of driving and maintaining strategic partnerships
- Bilingualism (English/French) considered an asset
- Human-centred design
- Tact, diplomacy, political acumen and relationship building
- Presentation and public speaking

- Management and leadership
- Research and analysis
- Commitment to customer service essentials
- High level initiative and problem-solving
- Demonstrated commitment and understanding equity, diversity, and inclusion (EDI) and decolonization with the ability to communicate and work effectively with diverse peoples.

Application Process

Candidates are invited to email us at talent@ecampusontario.ca (subject **Senior Strategist, Partnerships**) with a **Cover Letter** and **Resume** attached as a **single PDF file**, titled "**Last Name, First Name.pdf**". Please include salary expectations in your cover letter.

The Resume must clearly highlight all relevant education, training and experiences that are applicable to the minimum qualifications for this position and should not be longer than **two (2) pages**.

Candidates must be legally entitled to work in Canada.

Offers are conditional upon the successful review of three (3) professional references and a satisfactory background check.

This position is open until filled. We thank all applicants for their interest, however only those candidates invited to interview will be contacted. Please continue to check our [Jobs & Opportunities](#) for more exciting positions.

Equity, Diversity and Inclusion and Decolonization Statement

The current social context informs our work. This includes the imperative to join the fight against anti-Black racism and anti-BIPOC racism, and to support Equity, Diversity and Inclusion and Decolonization in everything we do. We will seize this moment to rebuild and support an environment that prioritizes inclusion, representation and voice.

Accessibility Statement

In accordance with the Accessibility for Ontarians with Disabilities Act (AODA), eCampusOntario is committed to accommodating applicants with disabilities throughout the talent acquisition process. If you require any accommodations at any point during the talent acquisition process, please contact talent@ecampusontario.ca

COVID-19 Pandemic Statement

eCampusOntario's operations are currently remote due to the global COVID-19 pandemic. Once it is safe to do so, this position will be based out of the eCampusOntario office in downtown Toronto where we envision a hybrid-work arrangement will be made available for all of our employees.

For more information on eCampusOntario, please visit our website at <https://www.ecampusontario.ca/>