



Associate Director, Client Engagement and Programme Delivery (Government and Public Value)

Hybrid (two days per week onsite), Park End Street, Oxford and Egrove Park, Kennington
Grade 9: £56,623 - £65,336 per annum including the Oxford University Weighting of £1,730
per annum

Permanent, full time (37.5 hours per week)

Saïd Business School, University of Oxford



The role

Within Saïd Business School's Executive Education, the Government and Public Value (GPV) Function is central to delivering high-impact programmes for government, public sector and mission-driven clients. The Associate Director, Client Engagement and Programme Delivery (GPV) will play a pivotal role in leading a high-performing delivery team, providing expert project management and embedding strong governance and best practices across programme and project engagements.

The post-holder will be responsible for driving process improvement and operational excellence, proactively managing risks and issues, and keeping all stakeholders informed of project status. This role requires role-modelling service excellence and overseeing multiple projects concurrently. The ability to build detailed project plans and a professional project management qualification are essential.

Working closely with the Director, Government and Public Value, Client Relationship Leads and other key stakeholders within Executive Education and the wider School, you will build effective strategic relationships and personal credibility to influence at all levels. You will also lead the implementation of continuous improvement initiatives that further embed our reputation as a world-class business school.

Responsibilities

Client engagement and project management

- Lead and oversee a client delivery team (currently 11, including 2 direct reports).
- Manage strategic projects to support the GPV Director, including project planning and onboarding of strategic clients.
- Embed strong project governance, ensuring all stakeholders are aware of project status, and risks and issues are well managed.
- Disseminate and uphold best practice in project management and delivery across the team.
- Report on the Government and Public Value's portfolio of programme performances, identifying and implementing areas for improvement.
- Develop and maintain strong relationships with external stakeholders, demonstrating professionalism and a deep understanding of their needs and objectives.
- Establish and nurture working relationships with key Faculty, Associate Fellows and internal teams, demonstrating strong influencing and interpersonal skills.
- Collaborate cross-functionally to align strategic planning and delivery efforts.
- Act as a key interface with Sales and Customer Relations, supporting retention and growth.

Programme delivery excellence

- Be accountable for the successful execution of programme deliverables within your portfolio, providing expert advice and guidance to ensure tasks are completed on schedule and to the highest standards of quality.
- Oversee the onboarding of new clients and ensure seamless client experience.



- Monitor and evaluate programme progress across the portfolio, identifying risks and developing contingency plans as needed.

Continuous improvement

- Identify and lead opportunities for continuous improvement initiatives, driving operational and project excellence.
- Establish strategic relationships with key stakeholders to gather insights, gain support and implement strategic initiatives.
- Encourage a culture of innovation and transformational change.
- Lead people development initiatives to enhance team skills, knowledge and confidence.
- Define and evaluate metrics to measure process performance and track improvements over time.

People leadership and line management

- Provide inspirational leadership through direct line management and matrix management, motivating the team to deliver work of the highest possible standard.
- Lead on direct team recruitment, training and professional development, implementing strategies to drive engagement and improve retention.
- Set Personal Development Review (PDR) objectives for direct reports and input into broader team objectives.
- Hold regular one-to-one meetings with direct reports, ensuring objectives are progressed and reviewed.
- Plan and lead team meetings to communicate news, share learnings and encourage camaraderie.
- Where necessary, deputise for the GPV Director.

This list is not exhaustive and provides a broad outline of the role and responsibilities. It will develop according to our needs and in consultation with the post-holder.

Selection criteria

Essential selection criteria

- Robust and demonstrable project management abilities, with the capacity to handle multiple projects simultaneously and prioritise tasks effectively.
- Extensive experience in senior project management and team leadership.
- A professional project management qualification (e.g., Association for Project Management or equivalent).
- Strong business acumen and understanding of client needs.
- Demonstrable experience managing complex and strategic client relationships.
- Proven experience leading a delivery team through direct line reports and within a matrix structure.
- Effective and collaborative team-worker, able to coach and lead teams to develop strong client relationships.
- Excellent interpersonal skills, able to collaborate effectively with internal and external stakeholders at all levels.
- Detail-oriented, with a focus on delivering high-quality results within established timelines.
- Commercially astute, with experience managing budgets and leading cost-saving initiatives.
- Problem-solving mindset, with the ability to navigate challenges and make data-driven decisions.



- Proficiency in project management tools, collaboration platforms and other software applications.

Desirable selection criteria

- Proven experience in learning and development, innovation management and impact assessment, preferably in a leadership role.
- Strong understanding of pedagogical principles, curriculum design and instructional technology.

Pre-employment screening

Standard checks

If you are offered the post, the offer will be subject to standard pre-employment checks. You will be asked to provide: proof of your right-to-work in the UK; proof of your identity; and (if we haven't done so already) we will contact the referees you have nominated. You will also be asked to complete a health declaration so that you can tell us about any health conditions or disabilities for which you may need us to make appropriate adjustments.

Please read the candidate notes on the University's pre-employment screening procedures at [Pre-employment Checks](https://www.jobs.ox.ac.uk/pre-employment-checks) (<https://www.jobs.ox.ac.uk/pre-employment-checks>).



About the University of Oxford

Welcome to the University of Oxford. We aim to lead the world in research and education for the benefit of society both in the UK and globally. Oxford's researchers engage with academic, commercial and cultural partners across the world to stimulate high-quality research and enable innovation through a broad range of social, policy and economic impacts.

We believe our strengths lie both in empowering individuals and teams to address fundamental questions of global significance, while providing all our staff with a welcoming and inclusive workplace that enables everyone to develop and do their best work. Recognising that diversity is our strength, vital for innovation and creativity, we aspire to build a truly diverse community which values and respects every individual's unique contribution.

While we have long traditions of scholarship, we are also forward-looking, creative and cutting-edge. Oxford is one of Europe's most entrepreneurial universities and we rank first in the UK for university spin-outs, and in recent years we have spun out 15-20 new companies every year. We are also recognised as leaders in support for social enterprise.

Join us and you will find a unique, democratic and international community, a great range of staff benefits and access to a vibrant array of cultural activities in the beautiful city of Oxford. For more information, please visit [Organisation | University of Oxford](http://www.ox.ac.uk/about/organisation) (www.ox.ac.uk/about/organisation).

Saïd Business School

Saïd Business School blends the best of new and old. We are a vibrant and innovative business school, but yet deeply embedded in an 800 year old world-class university. We create programmes and ideas that have global impact. We educate people for successful business careers, and as a community seek to tackle world-scale problems.

We deliver cutting-edge programmes, including the highly regarded MBA, Executive MBA, a number of specialist MScs, a portfolio of custom

and open programmes and accredited diplomas for executives, and we undertake ground-breaking research that transform individuals, organisations, business practice and society. We are an international and outward looking School with our programme participants coming from more than 50 countries.

We seek to be a world-class business school community, embedded in a world-class University, tackling world-scale problems.

Sustainability

Saïd Business School is committed to the highest standards of environmental sustainability, preserving the planet for future generations and acting in a socially sustainable manner. As an employee you are expected to uphold these commitments in accordance with our Environmental Policy. You can learn more about our organisation's sustainability efforts at [Sustainability | Saïd Business School](https://www.sbs.ox.ac.uk/about-us/school/sustainability) (<https://www.sbs.ox.ac.uk/about-us/school/sustainability>).

Diversity and Inclusion

Oxford Saïd is committed to fostering an inclusive culture which promotes equality, values diversity and maintains a working, learning and social environment in which the rights and dignity of all its staff and students are respected. We recognise that the broad range of experiences that a diverse staff and student body brings strengthens our research and enhances our teaching, and that in order for Oxford to remain a world-leading institution we must continue to provide a diverse, inclusive, fair and open environment that allows everyone to grow and flourish.

Oxford Saïd holds a bronze Athena Swan award to recognise advancement of gender equality: representation, progression and success for all.



Our Values

To better understand our Values, what behaviours demonstrate them and how they are involved in your everyday work we have created the below descriptors.

Transformational

We challenge constructively, provoke thought, and influence and inspire others to develop.

Respectful

We are caring, supportive, appreciative, embrace difference and value each other's opinions.

Entrepreneurial

We embrace and encourage change and innovation. We are creative, flexible and brave.

Collaborative

We are stronger together. We are inclusive, approachable, listen to others and value good communication.

Purposeful

We are a community who believe in sustainable growth, and are responsible, principled and transparent.

Excellence

We are professional, focused and aligned, and have a responsibility to do the very best we can.

Wellbeing

Saïd Business School acknowledges the importance of wellbeing, in enabling people to thrive at work and ensure a work-life balance. It provides a number of initiatives to help support wellbeing and would encourage you to participate. At an individual level, wellbeing means recognising what helps us remain resilient and taking appropriate steps. If we experience difficulties, doing our best to rectify them and making our line manager aware of aspects that they could support us with.

Further information about Saïd Business School is available at [Saïd Business School](http://www.sbs.oxford.edu) (www.sbs.oxford.edu).

Social Sciences

Oxford Saïd is a department within the Social Sciences Division, one of four academic Divisions in the University, each with considerable devolved budgetary and financial authority; and responsibility for providing a broad strategic focus across its constituent disciplines.

The Social Sciences Division represents the largest grouping of social sciences in the UK: home to a number of outstanding departments and to the internationally ranked Law Faculty; all are committed to research to develop a greater understanding of all aspects of society, from the impact of political, legal and economic systems on social and economic welfare to human rights and security. That research is disseminated through innovative graduate programmes and enhances undergraduate courses. For more information please visit [Social Sciences Division](https://www.socsci.ox.ac.uk) (<https://www.socsci.ox.ac.uk>).



Important information for candidates

Data Privacy

Please note that any personal data submitted to the University as part of the job application process will be processed in accordance with the GDPR and related UK data protection legislation. For further information, please see the University's Privacy Notice for Job Applicants at [Job applicant privacy policy](https://compliance.admin.ox.ac.uk/job-applicant-privacy-policy) (<https://compliance.admin.ox.ac.uk/job-applicant-privacy-policy>).

The University's Policy on Data Protection is available at [Data protection policy](https://compliance.admin.ox.ac.uk/data-protection-policy) (<https://compliance.admin.ox.ac.uk/data-protection-policy>).

The University's policy on retirement

The University operates an Employer Justified Retirement Age (EJRA) for very senior research posts at **grade RSIV/D35 and clinical equivalents E62 and E82** of 30 September before the 70th birthday. The justification for this is explained at [The EJRA](https://hr.admin.ox.ac.uk/the-ejra) (<https://hr.admin.ox.ac.uk/the-ejra>).

For **existing** employees, any employment beyond the retirement age is subject to approval through the procedures. Please see [The EJRA](https://hr.admin.ox.ac.uk/the-ejra) (<https://hr.admin.ox.ac.uk/the-ejra>).

There is no normal or fixed age at which staff in posts at other grades have to retire. Staff at these grades may elect to retire in accordance with the rules of the applicable pension scheme, as may be amended from time to time.

Equality of opportunity

The University of Oxford is committed to equal opportunity and to being a place where everyone belongs and is supported to succeed. We recognise how the diversity of our community enriches our ability to deliver on our academic mission.

We welcome applications from individuals from all backgrounds, including those underrepresented within higher education. No applicant or member of staff shall be unlawfully discriminated against on the basis of age, disability, gender reassignment, marriage or civil partnership, pregnancy or maternity, race, religion or belief, sex or sexual orientation.

Employment with the University and progression within employment will be determined according to personal merit and the application of criteria related to the duties and conditions of the post. In all cases, the primary consideration will be the ability to perform the job.

As stated in the University's Equality Policy and Equality, Diversity and Inclusion Strategic Plan, our commitment to equality and diversity goes hand in hand with our commitment to academic freedom and free speech.



Oxford Saïd Exclusive Benefits

Wellbeing initiatives

Oxford Saïd runs an annual Wellbeing Day for all staff. In addition to this, there is yoga, healthy food deliveries, health MOTs and a range of other ad hoc programmes. Our excellent catering facilities provide a high standard of food, including healthy eating and vegetarian options at a subsidised cost.

Staff Summer and Christmas parties

Oxford Saïd like to reward all of their staff for their great work and their Christmas and Summer parties are our way of saying thank you. The Christmas party is for all staff and the summer party is for staff and their immediate family members, because we know how important family is to all of us.

Employee Assistance provider

Health Assured is an employee assistance and wellbeing consultancy that works in partnership with the Business School to provide staff and their immediate family with a free 24-hour per day helpline providing confidential information and counselling services on personal issues.

University of Oxford Benefits

Annual leave

38 days (inc. public holidays). Long service additional annual leave – up to 5 days per annum, pro rata for part time employees. Previous service within higher education sector can be recognised. An additional scheme enables staff to request to purchase up to 10 additional days in each holiday year.

Salary and salary sacrifice schemes

The University salary and grading structure allows for annual incremental progression until a scale-bar point is reached. This incremental progression is automatic. Additionally, there are salary sacrifice schemes for bicycles and electric cars. See [Staff benefits \(https://hr.admin.ox.ac.uk/staff-benefits\)](https://hr.admin.ox.ac.uk/staff-benefits).

Pension

If you are on an academic or academic related pay scale (grade 6 or above), you are automatically a member of USS. Employer contribution is 14.5% and Employee contribution is 6.1%.

If you are on a pay scale other than academic or academic related (grade 1-5) you are automatically a member of OSPS. Employee contribution can be between 4%- 8% and Employer contribution 10%-14%.

University discounts

All University staff can purchase a TOTUM discount card for £14.99 for 12 months (£24.99 for 2 years, £34.99 for 3 years) which gives access to numerous exclusive offers and discounts from many popular retailers. There are a wide range of other discounts from external companies available using a university card.

University Club

Membership of the University Club is free for all University staff. The University Club offers social, sporting and hospitality facilities. Staff can also use the University Sports Centre on Iffley Road at discounted rates, including a fitness centre, powerlifting room and swimming pool. See [The University Club \(www.club.ox.ac.uk\)](http://www.club.ox.ac.uk) and [Oxford University Sport \(https://www.sport.ox.ac.uk\)](https://www.sport.ox.ac.uk).

Access to Oxford buildings

Free access to a number of Oxford colleges, Botanic Gardens, Harcourt Arboretum, Wytham Woods and discount at numerous restaurants/shops.





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www.sbs.oxford.edu

All information is correct at the time of going to press.

Please check our website for the most up-to-date information.

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