

## **Commercial Director, IMI**

Headquartered in Sandyford, Co. Dublin, the Irish Management Institute (IMI) provides a range of executive education solutions to clients with a focus on leadership, management excellence and associated themes. A wholly owned subsidiary of University College Cork (UCC), IMI is rated in the top 2% of executive education providers worldwide and has been empowering business leaders to build their capabilities for over 70 years. IMI is ranked No. 1 in Ireland for customised executive education and has a reputation for excellence in thought leadership and innovation, not least in regard to the early adoption of unique learning methodologies that are relevant to senior business leaders today. For more information, please visit: [www.imi.ie](http://www.imi.ie)

### **The Role**

Reporting to the CEO, the focus of this role is to lead the development of IMI's commercial performance through enhanced corporate and client relationships and propositions. The Commercial Director will be part of the Senior Management Team and will play a pivotal role in the future development of the organisation. The appointed person will create a business strategy to support the delivery and development of IMI's ambitions and distinctive educational experience. The Commercial Director will provide strong leadership to IMI's commercial teams and will foster a collaborative, results-driven work culture that promotes innovation, accountability and continuous improvement.

### **The Person**

This position requires an experienced commercial leader with a significant track record of achievement within the executive education sector or a comparable area, working with senior stakeholders. A strategic thinker, with an ambitious mindset, the appointed person will demonstrate significant abilities in bringing innovation and enhancements to a business with discernible commercial results. The successful candidate will have a comprehensive understanding of the Irish business landscape, in particular, including key trends and factors influencing the executive education market. Exceptional stakeholder management and analytical abilities are essential. A relevant 3<sup>rd</sup> level qualification is required with a master's degree or equivalent preferred.

**To apply, please email a CV and supporting letter to: [luke.freeley@lansdownesearch.ie](mailto:luke.freeley@lansdownesearch.ie)**

**For a confidential discussion, please contact Luke Freeley, Partner, Lansdowne Executive Search, at +353 (0)87 240 4889**

***Closing Date for receipt of applications is 12:00 noon on Tuesday, March 19<sup>th</sup>, 2024.***

***Candidates for this role will be sourced through both advertising and executive search processes.***

***In line with its Gender and Diversity Strategies, IMI is seeking a balanced pool of candidates.***