**Person Specification**

* Educated to degree level standard or equivalent
* High-level [communication skills](https://www.roberthalf.com.au/career-advice/career-development/communication-skills)
* High-level organisational and planning skills
* Stakeholder management skills/customer service and sales
* Proven ability to negotiate
* Experience with design and implementation of business development strategy
* Knowledge of the adult curriculum
* Experience of working in a commercial environment
* The ability to self-motivate
* Ability to work cross-College with a variety of teams
* Experience working to and exceeding targets