

# Australia Jobs Expertini®

## Account Director

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Company: Keypath Education, LLC

Location: Australia

Category: other-general

At Keypath, we invite you to be part of something transformative. As a global EdTech leader, we collaborate with prestigious universities to create and deliver online education solutions that tackle global social and economic challenges head-on. Join our dynamic, fast-growing international team that thrives on collaboration, innovation, and lifelong learning. With offices in Melbourne, Sydney, Chicago, and SE Asia, we are truly a global company. Today, we're a family of over 700 passionate Keypathers worldwide. Work Anywhere: At Keypath Education Australia, flexibility is our strength. We put our people first, allowing you to choose where you work – from home, in the office, or both.

**Job Description**

The Account Director is accountable for developing strong trusting relationships with assigned university partners and the development and oversight of partnership objectives that maximise value for both parties. The Account Director is a leadership role that provides the partnership objectives and strategic guidance to the internal functions that are responsible for the operational performance of the partnership. The role also facilitates cross-functional collaboration in their business unit and the broader Account Management function. The Account Director will achieve this by:

- Partner Relationship Management
- Business Development
- Contract Negotiation and Renewal
- Performance Monitoring and Reporting
- Partner Advocacy and Support
- Adding Value
- Commercial Acumen
- Cross-Functional Operational Excellence

**Qualifications**

- Academic qualification in post graduate study highly regarded
- 5+ years experience in senior education, marketing, sales or account management roles
- Excellent track record in meeting KPI's and managing budgets
- Proven ability to review and analyse data to enhance performance
- Demonstrated ability to work

across internal teams to gain buy-in to deliver optimal performance Experience in building long-term trusting relationships with clients at all levels Strong communicator with experience negotiating in complex relationships Applied critical thinking to solve business problems Experience leading projects and demonstrated change management results Special Requirements This role will be located in Australia with frequent travel to university partners and Keypath office locations. Additional Information Benefits and Rewards: All the necessary equipment for success. Internet Allowance for remote work. Clear career progression pathways. Toolkits for Digital Health and Mental Health support. Global EdTech Leader: Join an industry on the rise. Continuous Growth: Upskill through discounted study opportunities. Transform the World: Contribute to upskilling and reskilling globally. Make an Impact: Help solve future economic and social challenges. Join Keypath and make a difference. We welcome applicants from diverse backgrounds and offer inclusive support throughout the recruitment process. Apply now to unlock your potential with Keypath! #J-18808-Ljbffr

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