

GBD Services Summary

Global Business Development

Director
Ms Julie Eisenbise

Assistant Director
Transnational
Education
Mr Scott Crighton

Transnational Education

The Transnational Education (TNE) team is the University's central provider of commercial, contract and compliance services for Transnational Education activities. Services include:

- Identification and assessment of potential TNE business opportunities.
- Facilitation and support in the development and approval of new offshore partnership programs (EOIs and IIPs).
- Coordination of key interactions with offshore partners.
- Contract negotiation.
- Contract management.
- Monitoring of international regulations and offshore compliance.

Assistant Director
Operations
Ms Michelle Jelleff

Operations

The role of the Operations team is to provide clear guidelines for RMIT University staff interested in tendering for business opportunities. The types of opportunities include international and domestic training, international consultancy work and development assistance work. Services include:

- Preparation of tenders for projects & consultancy.
- Identification of opportunities.
- Due diligence.
- Contract review and analysis (LSG and R&I).
- Costings (FSG).
- Desktop publishing of submissions.
- Tender writing.
- Project planning.
- Contract negotiation.

Assistant Director
Industry Engagement
Mr Ian Kearney

Industry Engagement

Industry Engagement is responsible for facilitating RMIT's strategic approach to building industry relationships and supporting RMIT's goal to become a 'first choice provider of work and industry relevant learning'. The Industry Engagement team achieves this through:

- Hosting industry forums and industry network groups.
- Engagement with partners in strategic industry sectors.
- Negotiation with industry partners.
- Management of business development with strategic opportunities and across College/School projects.
- Coordination of business development for aid and development projects

Senior Advisor
International Relations
Ms Georgina Douglas

International Relations

The role of international relations is to provide a university-wide focal point in relation to existing and potential international linkages and global trends, through a range of activities and services which include:

- Supporting and strengthening RMIT's global positioning.
- Developing international linkages.
- Coordination and development of international memoranda of understanding across the University.
- Management of high-level delegations.
- Provision of advice on institutional linkages and global trends in the field.

Manager
Flight Training
Mr Bob Duddington

Flight Training

RMIT Flight Training is a specialist unit within RMIT University dedicated to training professional airline pilots. The role of Flight Training is to provide a choice of quality initial flying programs that meet differing worldwide airline entry and regulatory requirements. RMIT Flight Training provides:

- Diploma programs for local students.
- Diploma programs for international students.
- Tailored programs for corporate airline clients.
- Training to meet the regulatory requirements of CASA and other international authorities.