



## **Jasper Global Corporation (Jasper International Academy)**

### **Business Partner Profile**

The role of Business Partner within the Jasper Global Corporation (Jasper International Academy) is pivotal in the success of the organisation as a whole and that of the Business Partner.

The primary role and function of the Business Partner is to represent Jasper Global Corporation (Jasper International Academy) in an agreed geographic location by actively seeking out new client business opportunities for the organisation, working to realise those opportunities and bringing them to fruition by way of presentations, networking, training delivery and working closely with a Strategic Partner, if one has been appointed. Business Partners can migrate to Strategic Partners.

In order to be successful, our Business Partners need to:

- Be pro-active by always seeking new opportunities for the organisation
- Be excellent communicators with clients as well as with Jasper, being able to easily articulate the organisation's offer
- Have the presence and confidence to sell Jasper Global Corporation (Jasper International Academy) products to potential clients in Government and Private Sectors meeting agreed targets
- Show commitment to the Jasper Global Corporation (Jasper International Academy) mission and values through reliable and regular communications with internal colleagues and external clients
- Have an above average knowledge and experience of the training environment in the home country
- Have a wide range of existing contacts in the home country to be able to maximise opportunities for Jasper Global Corporation (Jasper International Academy)
- Have the experience and qualifications appropriate to train client employees within the scope and knowledge of their own area of expertise

In return Business Partners will benefit from the following:

- Growing with us by being affiliated directly to Jasper Global Corporation (Jasper International Academy) or to our Strategic Partner in your region or country if one has been appointed. This will make you part of an outstanding world class global network of businesses and learning organisations.
- Formal agreements in place to provide protection for your business
- Benefit from the expertise of an international educational services provider that includes course design and delivery, curriculum design and consultancy



- The opportunity to expand your business by re-selling Jasper Global Corporation (Jasper International Academy) Courses and qualifications and or developing a network of affiliates reporting through the Business Partner.
- The potential to deliver any appropriate courses thus increasing income
- Access to the Jasper Virtual Learning platform to provide professionally managed e-learning (including a Business Partner branded site if required)
- The potential to move from Business Partner status to Strategic Partner status

Jasper Global Corporation (Jasper International Academy) will provide you with:

- The support of a trusted high integrity brand that has over 10 years' experience of delivering educational services globally.
- Expertise and products to enable you to expand your offer confidently with quality market-leading products and services, which will provide you the product service integrity and confidence you need to, grow your business successfully.
- Real added value to your customers; helping businesses to become more effective, efficient, and enabling learners to realize their career aspirations.
- Marketing and branding support to help promote the services.
- Approved Partner logos, web banners and templates for e-shots, collateral and signage.
- Potential access to global markets in which Jasper Global Corporation (Jasper International Academy) already operates on a joint project basis.