



Jasper Global Corporation (Jasper International Academy)

Strategic Partner Profile

The role of Strategic Partner within the Jasper Global Corporation (Jasper International Academy) is vital to the success of the organisation and to the Strategic Partner.

The primary role function is to represent Jasper Global Corporation (Jasper International Academy) in an agreed geographical area by actively seeking out new opportunities for the organisation, working to realise those opportunities by way of sales activity, presentations, business meetings, or any other promotional activity and working closely with a Business Partner, if one has been appointed. The opportunity exists to appoint Business Partners to expand the operation of the geographical area, but these appointments will be at the Strategic Partner's cost in any profit sharing.

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

- Be existing professional organisations with a successful training and development track record in the agreed geographical area in order to meet agreed partnership targets
- Have a turnover commensurate with an established business
- Be able to demonstrate success by submitting to a due diligence exercise carried out by Jasper Global Corporation (Jasper International Academy)
- Have evidence of a pro-active sales function that always seeks new opportunities for the organisation and the confidence to sell Jasper Global Corporation (Jasper International Academy) products to potential clients in Government and private sector organisations
- Be able to demonstrate a robust, active and ongoing client base
- Be able to demonstrate training activity within the subject areas offered by Jasper Global Corporation (Jasper International Academy)
- Be excellent communicators with clients as well as with Jasper, being able to easily articulate the organisation's offer
- Show commitment to Jasper Global Corporation (Jasper International Academy) through reliable and regular communications with internal colleagues

In return Strategic Partners will benefit from the following:



- Growing with us by being a close and trusted partner of Jasper Global Corporation (Jasper International Academy) in your agreed region or country. 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 through approved Business Partners
- The opportunity to expand your business expanding your geographical coverage to adjoining or vacant areas
- 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 Strategic Partner branded site if required)
- The potential to take on Business Partners to develop your business

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

- The support of a trusted brand that has over 10 years' experience of delivering educational services globally.
- Expertise and products to enable you to expand your offer with quality market-leading products and services
- 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 logo, web banners and templates for e-shots, collateral and signage.
- Potential access to global markets in which Jasper Global Corporation (Jasper International Academy) operates on a joint project basis.