



MATTHEW CONISBEE

CONTACTS

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LinkedIn

SKILLS

- Programme Design & Direction
- Strategic Thinking
- Building High Performing Teams
- Revenue & Profit Growth
- Communications & Influencing
- Entrepreneurial Thinking & Innovation
- Partnerships & Collaboration
- Coaching

LANGUAGES

French

HOBBIES

Hiking, the natural world, sports (especially tennis), sustainability, exploring different cultures, world cuisine, live music events

PROFILE

Experienced leader in higher education, passionate about inspiring and developing leaders of the present and future to make positive change in the world. Extensive experience in senior leadership positions leading both customised and degree programmes globally, both for top business schools and universities, as well as in collaboration with consultancies. Prior experience in other industries including in consultancy and start-ups.

EMPLOYMENT HISTORY

MBA Programme Director, Said Business School, Oxford University, Oxford

October 2020 - July 2023

- Responsible for the overall success and strategy of the school's flagship programme.
- Led on the design and delivery of the programme, working closely with faculty and staff colleagues. Led the programme through the pandemic, then through the process to redesign the programme to make it fit for the future.
- Responsible for the growth and profitability of the school's main "product".

Client & Programme Director, Said Business School, Oxford University, Oxford

October 2017 - October 2020

- Played a leading role in the custom executive education offering in the area of major projects leadership, for governments and corporate clients globally.
- Responsible for winning and delivering significant new contracts in the UK, Australia and the Far East, more than doubling the portfolio size in three years.
- This role spanned everything from market and business development, to bid response, and design and delivery of the interventions themselves, with faculty and associate teams.

Senior Associate Director, Said Business School, Oxford University, Oxford

August 2012 - October 2017

- Director of the recruitment team for the part-time executive degree programmes (the Executive MBA, four postgraduate diplomas and the MSc in Major Programme Management).

- Revenue increased from circa. £9m to circa. £17m during my time leading the team. I also led the expansion on the flagship Executive MBA programme from one to two annual intakes, far outperforming general market trends.
- During this period I also deputised as EMBA Programme Director. I led on the development of the overseas modules, and deputised during sessions and events throughout the year.

Consultant, Deloitte, London

September 2010 - February 2012

Worked on some of Deloitte's first ever high profile projects in sustainability.

Sales & Product Manager, Audley Travel, Oxford

February 2002 - September 2009

I headed up two teams of sales people which focused on North and Central Asian, and the Latin American markets. I held responsibility for the both teams' profitability; the role involved all aspects of team management, including product development.

Team revenue grew more than 15% during my time in the role, despite the global financial crisis.

As one of seven Sales & Product Managers, I played a key part in delivering the product that won Audley numerous awards in the travel industry, it became a market leader in my time there.

EDUCATION

MA Sustainability, Kingston University, London

September 2009 - September 2010

Graduated with Distinction

BA (Joint Honours) French & Italian, Manchester University, Manchester

September 1996 - June 2000

Graduated with 2:1, third year spent at university in Italy

COURSES

Leadership Essentials, London Business School

June 2016 - July 2016