



Dipont Education
Senior Consultant of Global Outreach
Remote and Shanghai, China



Overview

History

As you will read on [Dipont's website](#), the history of today's Dipont began in 2003 when the Chinese government first allowed schools to offer an international education. The word "international" here means many things, including the use of curricula and assessments such as the A-Level, International Baccalaureate (IB) and the Advanced Placement (AP) programs, but it also consists of a focus on the whole child and providing breadth in student opportunities. Today, when a student and family join Dipont, they choose a path and commit to attending colleges and universities outside of China (typically in the United States, United Kingdom, and Australia), a path that doesn't include the extraordinary prepping that takes place in China for the narrowing funnel of the Gaokao. The response to this, of course, has been strong. It grows even stronger as Dipont builds and matures its independent schools in addition to its partnerships with the strongest public schools in major Chinese cities.

Reviewing [Dipont's history](#), along with its mission and goals below, you will see that this is a story of transformation.

A Local and Global Mission



Dipont Education is at the forefront of changing the way education is thought about and delivered in China. In addition to establishing its own independent schools and managing schools with elite Chinese and international partners, Dipont also provides innovative curricular and co-curricular programming, supported by more than 600 international educators across China.

Together with schools, parents, and local communities, Dipont aims to develop young people into reflective learners, critical thinkers, confident communicators, and responsible future leaders.

Goals

- Ensure the provision of excellent teaching, delivered by high-quality professional educators. Collaborate effectively with all stakeholders and for all parties to benefit from cross-cultural links.
- Continually develop and provide a range of educational services in response to the needs of students.
- Be at the forefront of international educational innovation in China.
- Ensure that management and support structures provide professional development and growth opportunities for all staff.
- Expect, and strive for, excellence in all we do.



Fast Facts

18

offices in China

4

offices in Canada, the UK and the USA

1500

staff members

40%

international teachers

30%

Chinese staff with international experience

In 2023, 520,000 students attended 970 privately operated bilingual schools with a mission to prepare Chinese students for overseas colleges after high school in China. This represents a small but steadily growing niche in the primary and secondary education market. Dipont's growing portion of this movement includes its four Independent Schools, jointly managed programs in twenty-six Partner Schools, and its consulting services.

The Educational Backdrop

Dipont serves parents and students who seek a broad education, one rich in opportunities and focused on nurturing wider competencies than the acquisition of knowledge. They also seek an international experience in school and in their college choices. By enrolling in a Dipont school or program, they are consciously choosing a different path. They, and the school, are breaking the mold.

At the same time, there is no diminution at Dipont in the competitive desire to attend a top (which usually means highly ranked) college or university abroad. The excellence of the Dipont program, and its students, means that Dipont graduates are very well prepared to succeed in these top schools, but they face the same lack of supply felt by top students in the US, UK, and around the world.



Faced with this reality, and very high expectations for their children, many Chinese families turn to expensive agencies and agents promising to improve the admission possibilities for students, and not all of these entities adhere to ethical standards expected by college admission officers. The tension between intense family pressure for top-ranked college acceptances and Dipont's desire to create a new educational model, while also achieving these acceptances, led Dipont to believe that the only way of ensuring total transparency and integrity in the college application was to establish, own, and control its own schools. Hence the transformation of Dipont from an operating partner with Chinese high schools to

the sole operator of four K-12 independent schools since 2018. Today, Dipont, with its large highly trained team of college counselors, adheres to a strong code of ethics while assisting students. Doing so serves Dipont students well while building trust with admission offices. As highly accomplished Dipont students enroll and succeed in their chosen colleges and universities, this trust continues to grow.

These realities led to the creation of this position and the thoughtful job description you will read below.

The Position

Job Summary:

The Global Outreach Senior Consultant for the Consortium of Dipont Independent Internationalized High Schools and Centers plays a pivotal role in introducing US colleges and universities to schools in China and advising colleges and universities on a wide spectrum of Chinese student-related matters including navigating the Chinese education



market, identifying opportunities with the Chinese audience, developing communication strategies and making the best use of visits to China to maximize exposure. This position involves establishing and maintaining relationships with admission offices, college educators and administrators, relevant student organizations, and alumni, as well as creating a platform for promotional activities and two-way communication between US universities

and schools in China including the Consortium. The Consortium of Dipont Independent School and Centers offers A-Level, IB, and AP curricula in its four independent high schools and 26 partner schools located in 14 Mainland Chinese cities. By representing the consortium at professional organizations in the US and China, and by facilitating the conversations between American institutions of higher education and the wider community of Chinese high schools, the Global Outreach Senior Consultant will contribute to better mutual understanding and more opportunities for collaboration between Chinese schools and U.S. colleges.

Responsibilities:

- Establish and Maintain Relationships: Foster strong relationships with admission offices, college educators and administrators, relevant student organizations, and alumni of US colleges and universities. Initiate direct contact and maintain ongoing communication to promote collaboration, share information, and explore partnership opportunities.

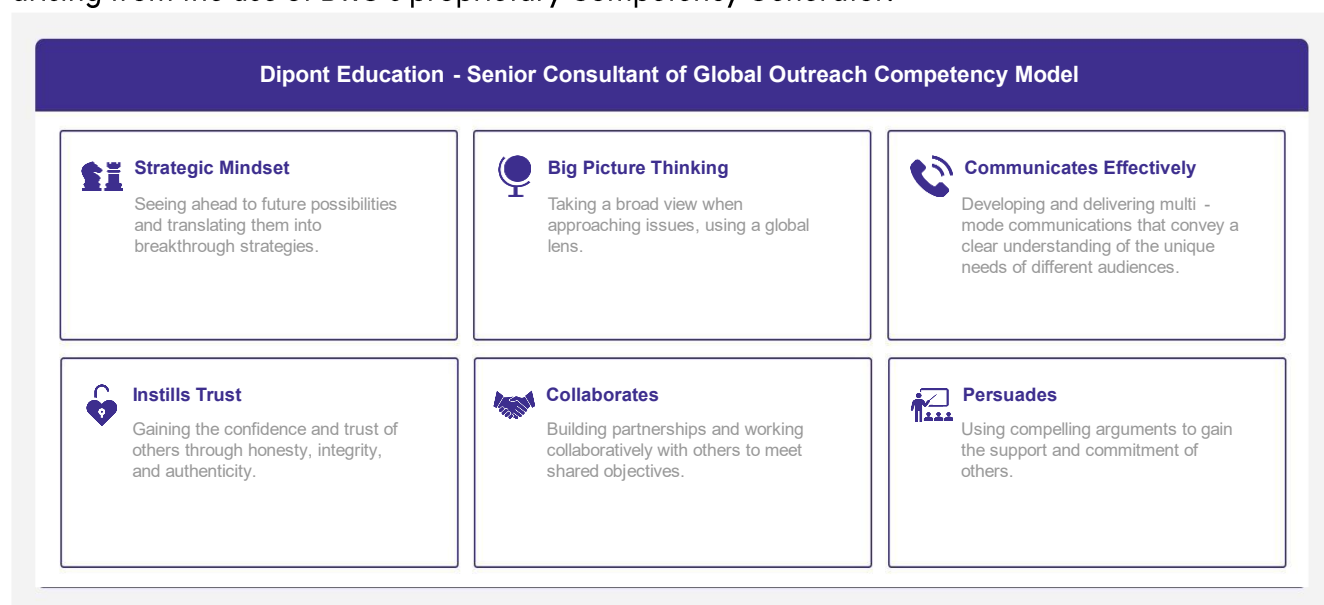
- Promote the Consortium: Introduce the Consortium of Dipont independent Internationalized High Schools and Centers to US colleges and universities, highlighting the unique academic and extracurricular offerings and benefits of the consortium's students. Share success stories, achievements, and the overall excellence of the consortium's educational programs.
- Advise on and develop communication strategies for American colleges and universities to:
 - Better understand the Chinese market
 - Identify prospects that represent the greatest opportunity
 - Increase awareness and interest among Chinese families
 - Communicate effectively with various stakeholders in China
 - Stand out from other U.S. colleges
 - Make the most of visits to China
- Technology Platform Development: Help create a technologically advanced platform that enables full promotional activity and facilitates seamless communication between the Consortium of Dipont Independent Internationalized High Schools and Centers and US colleges and universities. Provide input and suggestions to enhance the platform's functionality, user experience, and effectiveness.
- Professional Organization Representation: Represent the consortium at professional organizations in the US and China, such as NACAC and IACAC. Attend conferences, networking events, and workshops to build awareness of the consortium, expand connections, and stay updated on current trends and best practices in international college admissions.
- Travel and Collaboration: Be prepared for regular travel between the US and China to visit colleges and universities, attend conferences, conduct workshops, and establish face-to-face connections with key stakeholders. Collaborate with the consortium's leadership, admissions officers, and staff members to ensure effective coordination and alignment of activities.
- Professional Development: Stay up to date with evolving admissions policies, industry trends, and best practices by attending conferences, workshops, and professional development opportunities.

Qualifications:

- Proven admissions experience at a highly selective college or university, preferably with a focus on international admissions and/or experience as a college counselor at a leading independent school. Ideally, candidates will have experience on “both sides of the table.”
- Current expertise with US college admissions procedures, requirements, and best practices.
- Ability to build and maintain strong relationships with university admission offices, student organizations, and alumni.
- Excellent interpersonal and communication skills, with the ability to effectively convey the value and merits of the consortium.

- Strong technological acumen, with experience in developing and leveraging platforms for promotional activities and two-way communication.
- Flexibility to travel regularly between the US and China to fulfill job requirements.
- Deep respect and understanding of Chinese culture, its people, customs, and traditions, to facilitate effective communication and relationship-building.
- Proactive, self-motivated, and result-oriented mindset.

Complementing these qualifications, here are the six core competencies for the position arising from the use of DRG's proprietary Competency Generator.



Filling the Senior Consultant for Global Outreach role will make a difference on an international scale. It could be the culminating career step for a senior Dean of Admissions or Director of College Counseling. It could also be a mid-career adventure for an admission professional eager to learn more about the world. In either case, it will be impactful for students, schools, colleges, and universities throughout China and the world.

Lance Odden, now Headmaster Emeritus at the Taft School after his highly regarded 29-year head of school career there, is one of Dipont's advisors. He states it clearly:

I have been involved with the Dipont group for three years and have gotten to know the principals very well. They are first rate educators with a compelling vision for introducing a holistic approach to education in China. Their students are well prepared academically and have flourished in the broad extracurricular and athletic offerings their schools offer. With amazing facilities, dedicated faculties, and principled leadership, the Dipont team is striving to bring the best of the West together with the best of Chinese education to meet the needs of 21st century citizens.

The Big Picture

The world becomes closer when students study abroad, particularly when they bridge countries that sometimes are navigating conflicts. Learning a second language in the process broadens a student's openness to the world.

Dipont's mission seeks to "open up" Chinese education, broadening its approach to the whole child. It is part of an important and extraordinary cultural shift.

A broader education can still result in top academic preparation, and students receiving this education have a higher chance of being leaders and leading fulfilling lives.

The Senior Consultant of Global Outreach, alongside the impressive leadership team at Dipont, can have extraordinary impact on the future educational landscape

Compensation and Support

Compensation for the position will start at \$200,000, but could vary widely, depending upon the experience and network of the chosen candidates. A competitive suite of benefits will be available as well.

It is estimated that the successful candidate will need to be in China a sum total of two months each year, not necessarily consecutively, though more time will be needed at first. The rest of the year will be focused on making connections with colleges and universities. When the Senior Consultant travels to China, Dipont will provide business class round-trip flights along with 4-star and above hotel accommodations. If the stay in China is more than a few weeks, premium apartments in Shanghai can be an option as well.

Application Schedule and Requirements

[DRG Talent Advisory Group](#) is conducting this search on behalf of Dipont Education. To discuss this opportunity in more detail, contact our consultants:

Andrew Watson
Senior Search Consultant
awatson@drgtalent.com

Jennifer Fleischer
Senior Search Consultant
jfleischer@drgtalent.com

Candidates should submit, as soon as possible, materials including the following:

- A cover letter indicating how Dipont Education interests them, how they are qualified for the position, and the extent of their knowledge about and network within the college admission world
- A current resume
- The names, email addresses, and telephone numbers of five references, to include the relationship with the references (we will obtain permission from candidates, at the finalist stage, before contacting references)
- Optional: other supporting material (articles, speeches, videos, or letters of recommendation) that would be useful to the Search Committee



Candidates can apply by uploading material on the [DRG Talent](#) website. Applications accepted until the position is filled.

To apply for this position, please click [HERE](#).

Andrew T. Watson, Senior Talent Consultant
awatson@drgtalent.com

Jennifer Fleischer, Senior Talent Consultant
jfleischer@drgtalent.com

